





# Losses for 7m people under housing benefit reform, MP says

By Nicholas Timmins, Social Services Correspondent

Seven-million of the 7.5 million people on housing benefit would suffer losses if the Government's proposed reform of the system went ahead, Mr Gordon Brown, Labour MP for Dunfermline East, said yesterday.

The Government was also misleading the House and the country in claiming that it could not give estimates of winners and losers, he said.

Mr Brown, who prior to the Government's publication of its Green Paper on social security leaked details of the housing benefit plans, said that he had now been told 1.8 million people would lose help with housing benefit altogether. Of those 1.2 million would be owner-occupiers, losing all help with rates.

A total of four million pensioners, he had been told, would suffer losses, "and most of those will lose at least £1.40 a week". About two-thirds of a million households would lose more than £3 a week.

The figures tied in closely with those in the independent report on housing benefit, produced by Mr Jeremy Rowe. The Government had adopted many of its recommendations, but proposed also to ensure that everyone, including those on

supplementary benefit, said at least 20 per cent of their rates.

On Mr Rowe's figures, and before that addition, 2.3 million households would lose up to £2 a week, 500,000 would lose £2 to £5, and 150,000 would lose more than £5. Three-million would see no change, but they would now be affected by the 20 per cent of rates proposal, Mr Brown said.

Under the Government's proposals, some low-income households, although how many is not clear would gain through receiving 100 per cent of their rent, instead of a smaller percentage at present.

Mr Brown said that the Rowe report made it perfectly clear that the Government had a computer model on which it could run changes in housing benefit.

"The Government is misleading both the House of Commons and the country about the estimates of winners and losers," Mr Brown said.

"They have the computer models, used them for the Rowe report and must have done so for their own proposals. They can give the figures, but it comes out so badly they are afraid to tell the truth. If they have not used the model they are guilty of negligence. If they have, they are guilty of deceit."

## Supplementary claimants face rough justice

By Our Social Services Correspondent

Claimants on supplementary benefit, which represents one in eight of the population, are to face a considerable degree of rough justice as the benefit is replaced by the proposed income support scheme.

Under the reform, extra weekly payments for a wide range of items from heating, diet, laundry and baths to water rates and house repairs which are available on top of the basic benefit rates, at a cost of more than £600 million a year, are to be scrapped.

The money will be used to help pay the new premiums to basic income for families, single parents, and pensioners, with higher premium for pensioners aged more than 80 and the long-

term sick and disabled. Some extra money may also come from reducing benefits for many of those aged under 25 without families.

About 2.7 million of the 4.3 million people on supplementary benefit receive the extra payment, the value of which varies widely.

The Green Paper makes it clear that the money will be distributed into the new premiums to reflect the present up of the extra payments.

At least part of a rate bill will make local councils more accountable to voters, Mr Norman Fowler, Secretary of State for Social Services, said yesterday.

## Backbenchers are left to fight Powell Bill

By Anthony Bevins, Political Correspondent

Backbench MPs have taken up the main burden of the Commons conspiracy to ensure the failure of Mr Enoch Powell's Unborn Children (Protection) Bill in the Commons tomorrow.

It was said yesterday that government ministers could not become involved in the in-fighting, although Mr John Biffen, Leader of the Opposition, will speak against the attempt to force a weekend sitting to complete all Commons stages on the controversial Bill to protect embryos.

Some of Mr Powell's supporters remain sceptical that the Government's payroll or ministerial vote will not be called in to give their physical support to Mr Biffen's argument in the voting lobby.

Whitehall sources have been emphatic that there will be no whipping and ministers will not be required to support Mr Biffen.

But backbench MPs who are opposed to the Bill rather than the unique procedural device to keep the House sitting all

weekend, are convinced that they can stop it in its tracks, without government assistance.

It was said yesterday that some of the most unlikely MPs had been researching backbench delaying powers in *Erskine May*, Westminster procedural guide, and it was possible that there would be no vote at all on either the weekend or Mr Powell's Bill.

However, if the weekend motion, to be moved by Mr Andrew Bowden, Conservative MP for Brighton, Kemptown, is reached, then a second line of resistance will be formed to oppose it.

Mr Michael Foot and Mr Francis Pym, two former Commons leaders in Labour and Conservative administrations, yesterday tabled an amendment to Mr Bowden's motion, arguing against it on the grounds that weekend sittings were normally held

"only in circumstances of national crisis" and that the House rose early on Friday because "many members have to travel long distances".

## Bradford fire inquiry opens as toll rises to 54

### Repeated safety warnings ignored

Continued from page 1

holds 4,000 sitting and standing spectators?

Mr Collins said there had been a suggestion that flames could have been beaten out but because it was located beneath the floorboards that would have been impossible. One policeman on duty in the stand tried to fail to rip up the boards and the nearest fire extinguishers were kept in the club house at the opposite end of the stand to where the fire began.

The inquiry was also told that on the Friday before the match and on the Saturday morning the local fire brigade had been called in to water the dry pitch and that the hose was still lying in front of the stand when the fire started.

Two off-duty firemen were in the ground when the fire began and they ran to the hose only to realize that the nearest hydrant was in a road running along the back of the stand and the only way to it was through the flames. All they could do was help the police in the rescue attempts.

Once the fire had started Mr Collins said it was "absolutely impossible" to put it out without extinguishers or water.

Question 3: Why did the fire spread so quickly?

The timescale, from the first sign of smoke to the entire stand being engulfed in flames and dripping molten asphalt on to fleeing spectators blinded and choking in thick smoke, was extremely rapid, Mr Collins said. He added that the heat was so intense that people burst into flames and policemen later told of a "physical wall of unbearable pain" as they approached the stands to make rescue attempts.

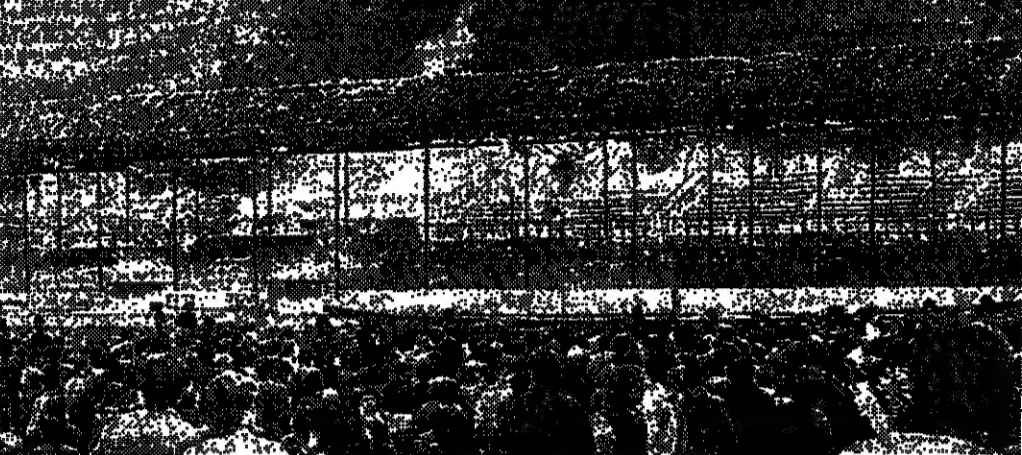
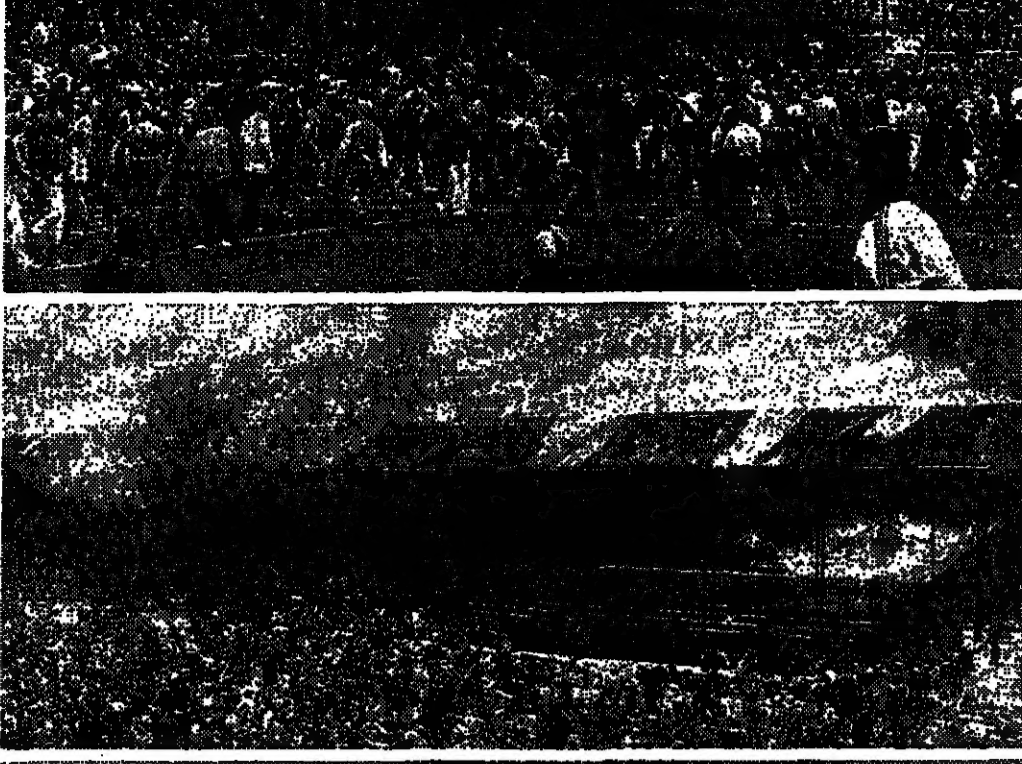
Mr Collins said rumours that materials had been stored in the stand which helped to accelerate the fire were absurd. It was old, almost entirely built of wood, with a tarpaulin and asphalt roof, which created a grill-like effect radiating intense heat downwards. It had never been treated with any fireproofing materials.

Mr Collins added that although the spread of the fire in a little under four minutes, was totally unexpected, expert witnesses would tell the inquiry that it was not in the least surprising.

Question 4: Why did so many people die or get injured?

Mr Collins said there was an initial failure by the crowd to appreciate that there was anything to worry about. There was then a failure to respond to police appeals to evacuate.

The police had difficulty in communicating, they had no loud-banners and no one heard any announcements made over the ground's public address system which itself may have



The catastrophic four minutes: Spectators clamber over a wall to get away from the wooden grandstand as the fire starts (top), within minutes the whole stand is alight and finally the asphalt roof catches fire turning it into a molten inferno.

been destroyed by the fire. There was no fire alarm and no way to instil a sense of urgency into the spectators before the seriousness of the fire became apparent.

The rapid spread of flames, the blinding and choking smoke which may have asphyxiated some of the victims and the intense heat, all contributed to the high death toll.

No emergency system existed

But, Mr Collins said, the failure to have the doors at the rear of the stand left open, or to have trained stewards to guide people out, also increased the number of casualties. All doors except one were shut and a series of one-way turnstiles also chained. A man who had the keys to open the doors simply did not have the time to reach the doors.

Mr Collins said: "One cannot say there would have been no casualties if the doors were open and people available to direct spectators' but one can say the

fatalities might well have been fewer.

"There was no emergency system, no training of stewards, no one available to open doors, no indication to spectators as to where emergency exits were, or what should be done if anyone told them the stand needed to be evacuated."

Question 5: Could the fire have been prevented?

Mr Collins asked if something should have been done to remove the cause of the fire such as the removal of debris or about the lack of safety precautions or the manning of exits.

He referred to a series of letters to the club warning about the dangers. The first, on June 22, 1981, was from the Health and Safety Executive, drawing attention to the need for an evacuation procedure to empty the stand within two and a half minutes. It asked for proposals from the club to meet that requirement. There was no follow up from the Health and Safety Executive or the club, Mr Collins said, although the executive had powers to prosecute if no action was taken.

The inquiry continues today.

In August, 1982, the West Yorkshire County Council wrote to the club offering assistance and advice about ground improvements. Again there was no follow-up. Both letters were sent to the Bradford City (1908) club which went into liquidation but which was reformed in 1983.

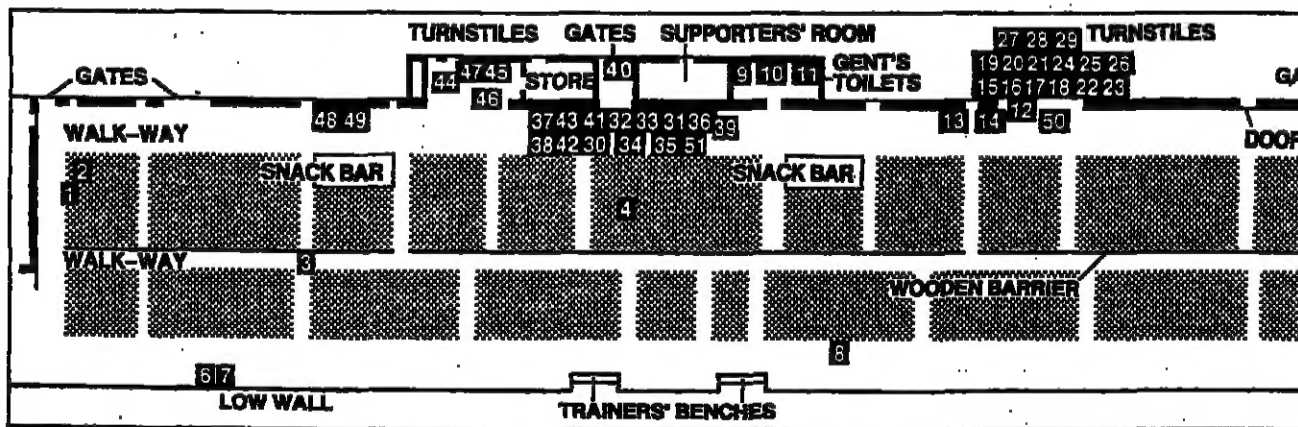
There was also a series of letters in 1984 from the police and the West Yorkshire County Council sent to the club to assist in its application for grant aid from the Football Grounds Improvement Trust for roof repairs to the grandstand.

All letters were addressed to the club secretary, Mr Terry Newman, who remained in his post when the club was reformed. It was the letter of July 18 from the county council which contained the paragraph:

"It does of course indicate that someone visited the ground and spotted the fire hazard from the build up of debris beneath the seats."

Again there was no follow up to that letter during 1984-85, Mr Collins said.

The inquiry continues today.



West Yorkshire police released this plan of the location of the bodies found after the fire.

## Government favours Stansted expansion

By John Young

The White Paper on airports policy has made clear the Government's conviction that the expansion of Stansted is needed to meet a demand that is to meet neither by Heathrow and Gatwick, nor by the transfer of flights to regional airports.

Even if there were a 50 per cent greater transfer of international traffic to regional airports, it would account for less than one year's growth of demand at the London airports by the mid-1990s it said. It would still be necessary to provide extra capacity in the South-east.

"If capacity in the London area failed to grow in line with demand, the effects would be serious and widely felt," the White Paper stated.

"By the 1990s demand at London airports will be rising by some three million passengers a year, 80 per cent being generated in the South-east.

Unless further capacity is provided, a situation will be reached where each year several million additional passengers would be obliged to look for alternatives.

"For the overwhelming majority of those affected, these alternatives would involve significant extra cost and inconvenience. Passengers unable to fly between London and the regions would face

longer journey times by being obliged to travel by road or rail. "United Kingdom residents unable to fly abroad from London would have to consider using regional airports or sea crossings; for individual families and tour operators, travel arrangements would be complicated and in some cases no longer feasible."

London's role as an international air junction would be weakened, and other British airports would not provide an alternative, the White Paper concluded. International passengers would be increasingly tempted to use continental airports, such as Amsterdam or Paris.

Since the inquiry report was published, the Government had received representations arguing that, if any additional airport capacity was required, it should be provided in areas of high unemployment.

"But successful airports are not mobile investments: their success depends on the strength of demand for air services in their area. Restricting the capacity of the London airports would penalize the travelling public, inhibit competition between airlines and seriously damage the country's prospects, without bringing the suspected benefits to the regions."

Runway capacity was now an important operational constraint at both Heathrow and Gatwick, the White Paper said. Gatwick will be operating at somewhat below its approved 25 million passengers a year capacity for most of the 1990s and, if a limit of 275,000 air traffic movements were imposed at Heathrow, the need for capacity elsewhere would be greater.

The Government agreed with the inspector's conclusion that such a limit would not make a perceptible difference to noise levels around the airport. It also agreed there was a strong case for allowing traffic at Heathrow to develop to its full potential.

But it believed a fifth terminal at Heathrow cannot yet be regarded as an option until the feasibility of releasing the nearby Perry Oaks site has been established. A fifth terminal at Heathrow is therefore still under review.

The development of a second runway at Gatwick has been suggested many times as the next step, the White Paper continued, but it would have unacceptable environmental implications.

The White Paper said the Government was deeply conscious of the genuine and understandable concerns ex-

pressed by local residents about the scale and extent of development at Stansted, and the environmental effects.

But it believed that the establishment of parliamentary powers to set a limit on air traffic movements should provide a satisfactory means of controlling the rate of expansion.

More work was needed to establish what sort of rail link would be justified in the light of traffic forecasts, it said. The inspector considered that the requirement for additional housing would be substantially less than the figure of 17,000 put forward at the inquiry, and that it could be accommodated within existing towns.

The White Paper also stated that the Government will invite proposals to increase capacity at Luton airport to about five million passengers a year, and to provide alternative facilities at existing South-east airports for private and company-owned aircraft.

The development of a short take off and landing airport (STOLport) in the London docklands would also make an important and welcome contribution to capacity, it added.

Airports Policy, (Cmd 9542, Stationery Office, £5.40.)

## Rock slows rescue bid for man in well

By Robin Young

The race against time to rescue a man buried 50 feet down a disused well shaft in the Isle of Wight slowed considerably yesterday.

Rescue workers digging to reach Mr Ramonas Girenas late yesterday afternoon had still reached only the same depth to which they had dug in their first frantic efforts to save him with a mechanical digger on Monday night.

At 6 pm last night 10 concrete rings two-feet deep supporting a new shaft were in place, and the workers had dug a few feet further down, bringing them almost halfway to the bottom of the shaft.

It is thought that they cannot hope to reach Mr Girenas before midnight tonight.

Mr Girenas's brothers have remained at the house where he was a lodger. His father, Mr Vladas Girenas, said from the family home at Godshill: "I hope my son can be saved. I cannot speak about it."

Mr Brian Wisbey, deputy chief fire officer of the Isle of Wight, said: "We are hampered by the fact that we have to cut part of the new shaft through the shell of hard rock."

Mr Girenas was trapped on Monday evening while exploring the disused well two feet behind Grove House, Grove Road, Ventnor, where he was assisting the owner, Mr Reginald Morgan, to lay new drains.

## Three die in crash on new A11 section

By Colin Hughes

Three people were killed yesterday and 14 seriously hurt in a coach crash on a stretch of A11 near Norwich which was criticized as dangerous by local councillors when it was opened by a government minister three weeks ago.

The accident happened when an unloaded French articulated truck was overtaking on the single carriageway section of the new Arleborough by-pass, 15 miles south of Norwich.

The coach, owned by Premier Travel of Cambridge and run jointly with National Express, was travelling north when the lorry jack-knifed and collided.

The lorry struck the front of the coach, and tore down one side, ripping out panels and spraying shattered window glass among the 44 passengers. Eyewitnesses described dazed and bloodied survivors.

Mr John Alston leader of Norfolk county council, who lives a mile from the scene, presented a protest letter to Mrs Lynda Chalker, Minister of State at the Department of Transport, when she opened the by-pass on May 16, and told her that it was "a bottleneck and accident blackspot of the future."

Mrs Chalker said: "I greatly regret the fatalities and injuries, but it is premature to comment until I have received a full report from Norfolk county council."

## NUT bans school reports after tougher action vote

By Lucy Hodges, Education Correspondent

Members of the National Union of Teachers are to increase industrial action from Monday by refusing to write school reports, or fill in records and pupil profiles outside teaching hours. This is likely to mean some pupils going home without reports this year.

The NUT, the biggest teachers' union announced yesterday that in a ballot of members 76.9 per cent voted for further industrial action in support of a £1,200 flat-rate increase.

Mr Fred Jarvis, general secretary of the union, said: "This is a massive majority by any standards. The ballot provides further evidence of the determination of our members to bring the union's campaign to a successful conclusion."

Figures show 119,554 teachers, just over half the union's membership of 235,000, voted in the ballot, with 92,000 favouring more action, 23,000 against and 4,000 abstentions.

The second biggest teachers' union the National Association of Schoolmasters/Union of Women Teachers, will extend its lightning strike action from Monday to 10 local education authorities. They are Barnsley, Bury, Croydon, Ealing, Hillingdon, Leicestershire, Rotherham, Tameside, Trafford and Wolverhampton. This is in addition to the 30 authorities already affected.

The Assistant Masters and Mistresses Association, the third biggest union, decided not to intensify action because of reluctance to disrupt pupils' education. So far it has limited its action to refusing to supervise children at lunchtime.

The NUT has been refusing to undertake duties it considers to be voluntary, such as covering for absent colleagues and lunchtime supervision, since February 6. The annual conference's decision at Easter to step up action led to yesterday's announcement.

A union spokesman said school reports, records and profiles would not be the only things affected. Curriculum innovation and development which took place outside school hours would also be stopped. This could cover anything from refusing to write a computer program to boycotting work on the new A/S level examination or the new General Certificate of Secondary Education.

The NUT emphasized that it did not want to prevent such work from taking place, only that it should not be done in the school day. The way round this was for local authorities to either hire more supply teachers or cancel classes so that staff could be released to write reports and records.

Mr Keith Joseph, Secretary of State for Education, announced yesterday the Government would fund training for practising teachers in three new areas: to implement the GCSE, to train further education lecturers in technical, commercial and professional subjects; and to improve the teaching of craft, design and technology.

This year £17.5 million is being allocated by the Government to in-service training. The money will be given to local education authorities to cover the cost of employing replacements for staff released for courses.

## Extreme left 'controls London branch of NUT'

By Lucy Hodges, Education Correspondent

The extreme left has taken control of the National Union of Teachers in London and the Communist Party had been pushed to one side, according to a pamphlet to be published by Aims of Industry today.

The "new" communists now in control of the Inner London Teachers' Association, the NUT's London branch, are Trotskyists, Maoists, the ultra left, the hard left and the near-anarchists, Dr John Marks, a senior lecturer at the Polytechnic of North London and author of one of the Black Papers on education, claims.

The old communists have given up in the face of the confrontational policies of the new left and have decided not to fight elections but to leave the factions to destroy one another, he alleges. Dr Marks's source

for this thesis is an article in *Education*, the magazine of local education administrators.

He says it is tempting to dismiss these factional squabbles as unimportant. "But let us not forget that what is at stake is the education of more than a quarter of a million children in 115 primary and secondary schools."

"For years these schools have been achieving sub-standard examination results even though the ILEA spends 50 per cent more per child than any other local education authority in the country."

"And now the curriculum is being politicized too, even in infant schools where an ILEA headmistress recently admitted raising left-wing political issues in school with her five to seven-year-olds."

## Japanese to open research plant in UK

Matsumita, the biggest consumer electronics corporation in the world, is planning to open its first European research and development establishment in the United Kingdom, it was announced (Edward Townsend writes from Osaka).

Such a commitment, the first of its type by the Japanese in Europe, comes after severe criticism from the West of Japan's tendency to export its technology without establishing research facilities abroad.

Panasonic UK, Matsumita's local subsidiary, has been asked to find a top rank British scientist to manage the project.

Dr Shigeru Mayakawa, the company's research managing director, said that although the company had a small technology centre in West Germany, the UK had been chosen

## Cabinet changes are expected in September

September is the favoured date for the Prime Minister's Cabinet reshuffle, Whitehall sources said yesterday.

Commenting on yesterday's report in *The Times* that the Prime Minister is expected to announce changes in the Government soon, it was said that she preferred to do reshuffles when Parliament was not sitting.

Sources also said non-attributable that Mr Michael Heseltine was unlikely to leave his post as Secretary of State for Defence

The Times overseas selling prices: Australia £12.00, Canada £12.00, Hong Kong £12.00, India £12.00, Japan £12.00, New Zealand £12.00, Singapore £12.00, South Africa £12.00, USA \$17.00, West Germany £12.00, Zimbabwe £12.00.

# REMEMBER DICK BARTON?

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## Armed robbery conspiracy trial stopped after crown concern over police case

By Stewart Tandler, Crime Reporter

Charles Wilson, convicted for involvement in the Great Train Robbery, was yesterday cleared of conspiracy to rob and possession of firearms charges at the Central Criminal Court after the crown admitted there were "sufficient disquieting features" in the police case for the trial not to start.

Judge Abella, QC, was told that three of the Scotland Yard officers in the case at present face prosecution or investigation involving serious allegations, although unconnected with the Wilson case. Det Sergeant Kenneth Day and Det Constable Richard Chapman were charged with corruption after a television programme and Det Constable David Reeve is at present suspended from duties.

The officers are members of the Flying Squad or the Regional Crime Squad in London. In addition, the court was told by Mr Stephen Solley, a counsel for Mr Wilson, that if the case had gone ahead Det Constable Neil Murphy, of the Yard's criminal intelligence unit, CII, would have faced defence claims that "he was tainted with evidence of dishonesty arising from material in our possession".

Mr Alan Rawley, QC, for Mr

Colin King, a second defendant, told the court that both defendants had maintained there had been "a fit up, and a deliberate one, by Day and Chapman," even before the television claims.

Mr Wilson, aged 53, of Twickenham, west London, and Mr King, aged 36, of Sidcup, Kent, were each acquitted yesterday of four charges involving conspiracy to commit armed robbery and possession of two sawn-off shotguns last autumn.

The case against them, the court was told, concerned events last September when the men were being watched by the police. A bag was seen being passed between them in a south London cafe. The bag was later said to have been seen in a green van parked near Mr King's home. He was seen to rummage in it.

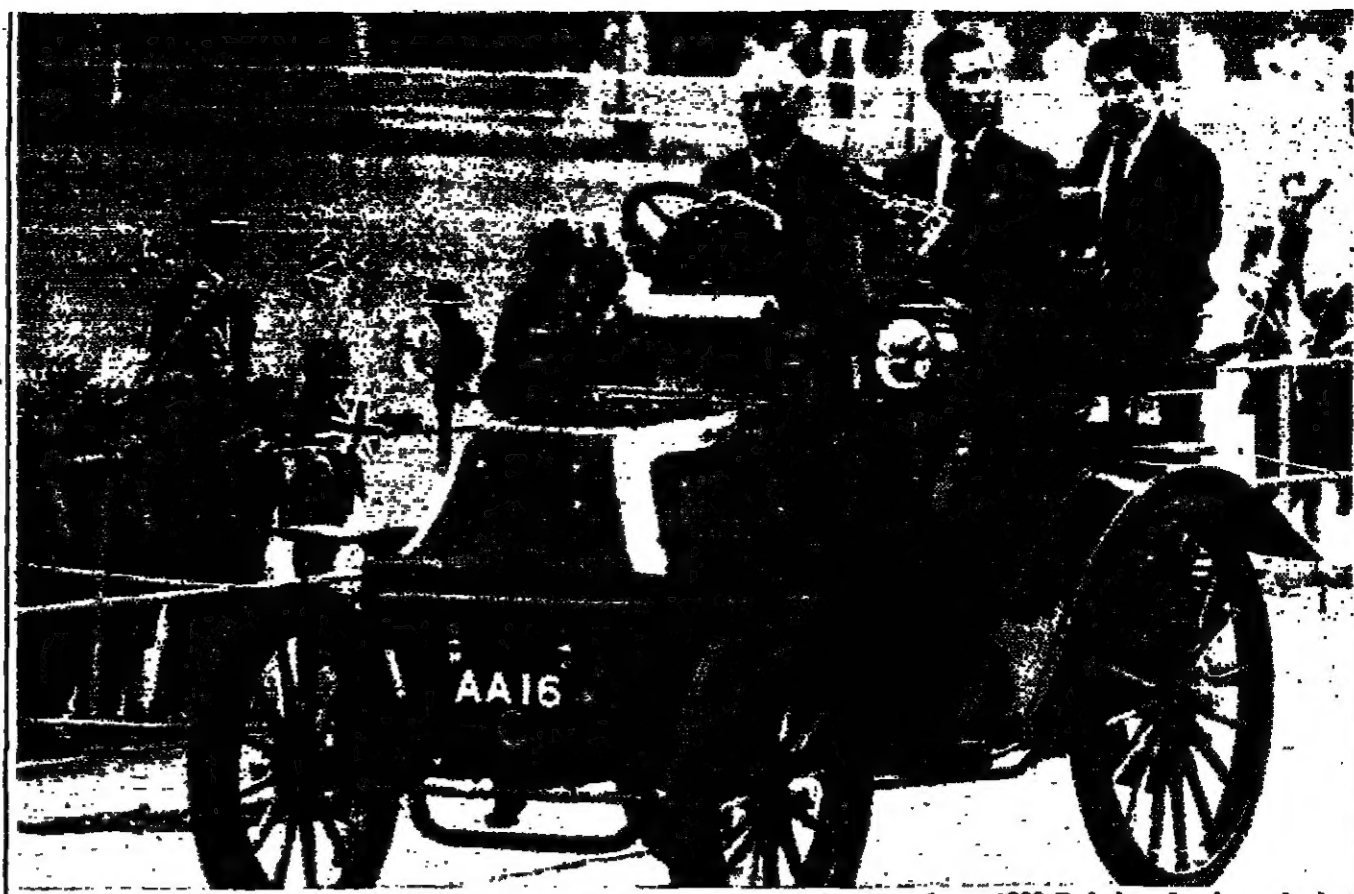
When the men were arrested a scrap of paper with three index numbers on it was found in Mr Wilson's car. The third number, which had a line through it, was the registration of a Group Four cash-in-transit van. Confronted with this evidence both men were said to have made admissions.

But yesterday Mr Solley told the court "That piece of paper was never found. It is a piece of paper written by an officer knowing as he did and must have done that the index number was not only of a Group Four van but another wholly innocent vehicle."

Mr Solley added that the other two numbers related to innocent vehicles in Cheltenham. If the line running through the third number, AFH 782Y, was removed it became DFH 782Y which was also registered in Cheltenham. He added: "It had a use to convict and a use to acquit if circumstances were right."

Mr Rodney Smith, for the crown, told the court the prosecution "have an overall responsibility and duty to look at a case and recognize difficulties may arise and have to face the fact certain officers are charged with serious offences." He denied the case had been pursued spitefully after it could have been dropped earlier when the officers were charged in March.

Yesterday's acquittal was the third court appearance by Mr Wilson since he was released in 1978 after serving 12 years of a 30-year sentence.



Royal progress: The Prince of Wales being driven by Lord Montagu of Beaulieu in an 1899 Daimler after he arrived at Beaulieu yesterday to open the National Motor Museum's new permanent exhibition (Photograph: John Manning).

## C5 is poor value for money, test concludes

By Clifford Webb, Motoring Correspondent

The Sinclair C5 electric tricycle is of limited use in its present form and poor value for money, the Consumers' Association concluded after lengthy testing.

It enlisted the aid of eight families, a playground full of children aged 14, and its own London and Hertfordshire staff to test three C5s.

All three broke down with "a major gearbox fault" and the C5's visibility masts snapped.

Sinclair says existing gearboxes have been modified and it is prepared to strengthen masts for a small charge.

The longest run achieved between battery charges was 14.2 miles compared with the manufacturer's claimed 30 miles. The survey published in its magazine *Which?* says the realistic range is between five and ten miles but only if you pedal a great deal.

The electric motor cut out on half of them and the tester had to wait up to 15 minutes before it cooled sufficiently to restart. Nearly half of them ran the battery flat.

Comparing the C5 with a bicycle, the survey found two drawbacks as a result of the low seating position. The driver's body is directly at bumper height and this is likely to increase the risk of serious injury. It is also easily hidden

behind other vehicles making it vulnerable in heavy traffic.

The report says that essential extras such as mirrors, indicators and horns, increased the basic price of £299 to £441.85.

One person in eight is unhappy with the letter post.

## Local election study boost for Alliance

By Philip Webster, Political Reporter

The Liberal-Social Democratic Party Alliance has moved ahead of the Labour Party, and the Conservatives, in third place, have fallen further behind, according to a survey of last month's local council by-election results.

In 52 three-cornered contests, 40,967 votes were cast for the Alliance (35 per cent), 39,940 for Labour (34.1 per cent) and 34,928 for the Conservatives (29.8 per cent).

The study, which appears in this week's *New Statesman*, confirms the general trend of recent opinion polls, with the Alliance doing slightly better in actual elections than in the polls.

The Alliance performance is significant because its successes appear to have happened in areas not always regarded as their strongholds.

The Labour Party's internal dispute about black sections appears to have damaged its performance in Lewisham East, one of the rebel local Labour parties.

Meanwhile, Dr David Owen and Mr David Steel, are being urged to clear up confusion over the leadership of the Alliance, to avoid damage at the next election.

NEW STATESMAN SURVEY

	Seats defended	Seats lost	Seats gained
Con Lab	29	12	2
Lib	15	5	7
SDP	18	9	6
Others	1	1	1

education. The document reflects a commitment to technology and the Luddites of every political persuasion are given little sympathy.

Mr Hattersley said: "The shortage of information technology and suitably-qualified graduates, may now be so acute that our higher education sector cannot gear up fast enough to meet the demand. The only alternative may be to send more young people to foreign universities in the interim, just as some less-developed countries used to send people to Britain for their training in engineering, science and technology."

The Labour document emphasized how far Britain is lagging behind competitors in the production of much-needed graduates. It says: "The United Kingdom already has a small higher education sector, by international comparison. It is instructive to look at what is happening in rival countries. In Japan 36 per cent of school leavers go to university and the proportion is rising. In Taiwan the percentage is 20 per cent. Even Singapore has overtaken the United Kingdom, moving from zero to 10 per cent in 20 years. The percentage of 18-year-olds in Britain who attend university is only 6.6 per cent."

The pamphlet points out that employing people solely because of their race is illegal, although special steps to enable black people to compete are allowed. For example, training and language classes that enable black people to qualify for jobs

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**10 per cent TREASURY STOCK 2004**  
SCHEDULE OF PAYMENTS:  
Amount paid on issue £80.00 per cent  
Amount payable on Monday, 15th July 1985 £86.75 per cent  
INTEREST PAYABLE HALF-YEARLY ON 15TH MAY AND 15TH NOVEMBER

This Stock is an investment falling within Part II of the First Schedule to the Trustee Investments Act 1961. Application has been made to the Council of the Stock Exchange for the Stock to be admitted to the Official List.

£800,000,000 of the above Stock has been issued to the Bank of England on 4th June 1985 at a price of £86.75 per cent. The amount paid on issue was £80.00 per cent and the amount payable on 15th July 1985 will be £86.75. The balance of £100,000,000 of the Stock has been reserved for the National Debt Commissioners for public funds under their management.

The principal of and interest on the Stock will be a charge on the National Loans Fund, with recourse to the Consolidated Fund of the United Kingdom.

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Until payment in full has been made and a completed registration form submitted to the Bank of England, the Stock will be represented by letters of allotment.

Payment in full may be made at any time prior to 15th July 1985 but no discount will be allowed on such payment. Interest may be charged on a day-to-day basis on any overdraw amount which may be accepted at a rate equal to the London Inter-Bank Offered Rate for seven day deposits in sterling ("LIBOR") plus 1 per cent per annum. Such rate will be determined by the Bank of England by reference to market quotations, on the due date for the relevant payment, the LIBOR obtained from such source or sources as the Bank of England shall consider appropriate. Default in due payment of any amount in respect of the Stock will render the allotment of such Stock liable to cancellation and any amount previously paid liable to forfeiture.

Letters of allotment may be split into denominations of multiples of £100 on written request received by the Bank of England, New Issues, Watling Street, London, EC4M 9AA, on any date not later than 11th July 1985. Such requests must be signed and must be accompanied by the letters of allotment.

Letters of allotment must be surrendered for registration accompanied by a completed registration form, when the final instalment is paid, unless payment in full has been made before the due date, in which case they must be surrendered for registration not later than 15th July 1985.

Copies of this notice may be obtained at the Bank of England, New Issues, Watling Street, London, EC4M 9AA, or at any of the Branches of the Bank of England, or at the Glasgow Agency of the Bank of England, 25 St. Vincent Place, Glasgow, G1 2ER, at the Bank of Ireland, Moyness Buildings, 1st Floor, 20 Colander Street, Belfast, BT1 5BN, at the Bank of Montreal, 15, Moyness Buildings, London, EC2R 6AN, or at any office of The Stock Exchange in the United Kingdom.

Government guarantee  
Attention is drawn to the statement issued by Her Majesty's Treasury on 29th May 1985 which confirmed that in the interest of the orderly conduct of financial policy, neither Her Majesty's Government nor the Bank of England or their respective servants or agents undertake to disclose tax changes decided on but not yet announced, even when they may specifically affect the terms on which, or the conditions under which, this Stock is issued or sold by or on behalf of the Government or the Bank; that no responsibility can therefore be accepted for any omission to make such disclosure and any such omission shall neither render any transaction liable to be set aside nor give rise to any claim for compensation.

BANK OF ENGLAND LONDON  
4th June 1985

## Prudential moves into house sales

By Christopher Warman, Property Correspondent

Competition in the house-buying field became fiercer yesterday when the insurance giant Prudential Property Services, the company's biggest home insurance group, had acquired the estate agency firm of Ekins Dilley and Handley.

The entry of this insurance group into estate agency, following Ekins Dilley and Handley's Black Horse agencies, Debenham and Woolworth with their property shops, and solicitors with their property centres, brings closer to reality the "one stop" property shopping which could speed up, simplify and make less costly the process of buying and selling homes.

Ekins Dilley and Handley will become part of Prudential Property Services Ltd, wholly-owned subsidiary of Prudential Corporation. With a network of 12 offices centred on Huntingdon, the estate agency has a staff of more than 200, and specializing in the sale and purchase of residential property and related services.

Mr Tony Freeman, an

executive director of Prudential Corporation who is the new chairman of Prudential Property Services, said yesterday: "House purchase is the major financial event in most people's lives. Important insurance transactions are related to it, so residential estate agency is a natural extension of Prudential's current activities."

He said that the Prudential was testing the concept of an estate agency operation to complement its existing range of services. The agency would eventually bear the Prudential name, and if it met the company's profit requirements and meshed successfully with its other activities, Mr Freeman predicted, a big expansion in the area covered.

The new company will offer a full range of estate agency services, including advice on mortgages, insurance, structural surveys and introductions to solicitors. Prudential does not provide direct mortgage finance for its policyholders, but it will continue to arrange bank and building society mortgages for them.

## Royalties for Elton John 'were diverted'

Elton John's former manager, Mr Dick James, was accused in the High Court yesterday of diverting the singer-songwriter's earnings into other companies. Two of the millionaire music publisher's companies, Dick James Music and This Record Company, which had contracts with Mr John, aged 37, were "improperly diverting royalties" into subsidiary companies, according to his counsel, Mr Mark Littman, QC.

Mr Littman claimed there was a cover-up of the "critical factors" which showed the diversion to be wrongful. He also claimed that the unreasonableness of the contracts was shown in the fact that the percentages going to the staff were not from the gross but from the net receipts giving Elton John a smaller share.

Mr Dick James said his companies deny the allegations and are disputing the claim. The case is expected to last six weeks.

## Peer denies inviting hippies to his land

Lord Cardigan, aged 32, yesterday strongly denied inviting "peace convoy" hippies to camp on his family land in the Severn-Erne Forest, about 20 miles from the scene of clashes between hippies and the police near Stonehenge.

What he did do, he said, was to refuse a police request for the area to be declared a "no-go" area for hippies. Also the weekend's confrontations: he had refused a police move to bring in riot squads to "finish unfinished business." But his actions, he said, had been misinterpreted as active encouragement for the hippies to set up a camp at a Forestry Commission picnic site on his land.

At the site yesterday, he said: "I never invited them in. All I did was to persuade the powers that be not to turn out 100 police after the Saturday events."

## Auctioneers 'whipped a dead horse' over sale

By Michael Horswell

Tattersalls, the world-famous bloodstock auctioneering firm, was accused in the High Court yesterday of "whipping a dead horse" by refusing to accept it had made a mistake over the auction of a colt at its yearly sale in Newmarket.

The allegation, which centred on the firm's insistence that the horse had been knocked down for 430,000 guineas to a man who promptly denied making a bid, was made by Dr Arnold Pessin, the American bloodstock consultant.

Dr Pessin was giving evidence on the second day of the case in which the original owner, Alchemie International, a Liechtenstein-based company, is suing Tattersalls for 230,000 guineas - the difference between the original knock-down price and the 200,000 guineas the colt fetched when offered again two days later on a less important day of the sale.

Dr Pessin said that the colt, later named Salafah by its eventual purchaser Sheikh Hamdan El Maktoum, should have been immediately re-offered by Tattersalls, which instead insisted in arguing with

the disputed original bidder, Mr James Flood from Belfast, and then wasted more time trying to sell it privately to under-bidders.

"I do not understand how any reasonably prudent auctioneer could not have put the horse back up for sale immediately," Dr Pessin said. "What they did was like whipping a dead horse."

Tattersalls denies it was negligent at the first sale, in September 1983, and claims it took all reasonable care.

Earlier, Mr Simon O'Loughlin, a freelance journalist working for the *For the Times*, told the court that between the aborted first sale of the colt and the second he spoke to Mr David Stoddart, a senior executive of Tattersalls who informed him that the auctioneers would stand the difference in price.

Later Mr Stoddart called Mr O'Loughlin to his office where he denied making that offer and threatened legal action if it were published. No action was taken after a story appeared in the *For the Times*.

The case continues today.

## Libel win by Cliff Richard

By Cliff Richard

Cliff Richard, the singer, won undisclosed libel damages in the High Court yesterday for an attack in a review in the weekly *New Musical Express* after a gospel concert at the Hammer-smith Odeon.

He is to give the money to a Christian charity, the Arts Centre Group.

Mr Richard, aged 44 of St George's Hill, Weybridge, Surrey, was not in court, but Mr Desmond Browne, his counsel, told Mr Justice McNeill that the review was abusive.

He said that the description of Mr Richard's expressions of religious belief as "sanctimonious and absurd" caused particular offence and dismay. The paper's publishers, IPC magazines, accepted that the suggestion was without foundation.

Mr Geoffrey Shaw, for the publishers, said that they withdrew the abusive implications and apologized.

## Conspiracy trial is delayed

By David Hewson, Arts Correspondent

The national news service for Britain's commercial station, IRN, and the London news network LBC face disruptions this week in the latest dispute over redundancies in the industry.

Broadcasting union officials claimed yesterday that the commercial radio workforce had been reduced by nearly a fifth to 1,400 during the past year through redundancies and unfilled posts. A further 80 jobs could be lost in the next few months, 33 of them at LBC and IRN, which is owned by LBC.

The Alliance of Commercial Radio Unions claims that the London pop station, Capital, is also seeking 117 redundancies. Radio Wyvern in Worcester wants to reduce its new staff of six, and Piccadilly in Manchester is asking for five redundancies, and there is a

growing move towards mergers among smaller commercial stations.

Mr Robin Blake, who chairs the union alliance, has written to the Home Office Minister, Mr Giles Shaw, requesting a freeze on all radio developments until the Peacock inquiry has examined the future of radio.

The unions are particularly worried about the introduction of small volunteer-run community stations which may take advertising from existing stations.

An announcement allowing the formation of a few experimental community stations is expected from the Home Office within weeks. They all should be on the air before the end of the year.

The alliance, which covers journalists and technicians, wants community radio halted pending an inquiry into its effect on existing stations.

Mr Patrick Jenkin, Secretary of State for the Environment, said yesterday the standards of disposal of dangerous chemical wastes in Britain were "disturbing" and announced prompt government action to tighten controls.

Mr Jenkin was reacting to a report by his Hazardous Waste Inspectorate with declared that attitudes among local authorities, who have to supervise waste disposal, and producers and disposal contractors were sometimes "downright neglectful".

Although there was no evidence that public health was endangered, the report said:

## Horse dealer robbed

Leslie Churchill, a horse dealer was clubbed and pistol-whipped and robbed of £2,500 by two masked raiders who pounced on him as he went to pick up a van at his stables in Coulsdon, Surrey, yesterday.

His skull was broken and he was left unconscious after the attack at Woodpeck Farm, where three days ago an arsonist started a fire which damaged a collection of vintage buses.

## Boy for trial

A boy aged 15 was committed for trial to the crown court when he appeared at a Northampton juvenile court yesterday accused of murdering Janet Maddocks, aged 35, a Birmingham social worker who was stabbed to death in a train. Her body was found on the track near Northampton in March.

## Victim named

A woman who was killed in the City of London at the weekend when a ton of concrete slabs fell from a gantry on to her car has been identified as Mrs Mary Armstrong aged 71, of Holloway, north London. Her husband, who was driving, is still seriously ill.

## Screen dispute

An attempt to stop BBC Breakfast Time's new star Debbie Greenwood, aged 25, from appearing was adjourned in the High Court yesterday. Granada TV claim she has broken a contract with it.

## Tube suicide

A Westminster inquest yesterday returned a verdict of suicide on Anthony Barber, aged 48, of Camberley, Surrey, a former sales executive with the Nestlé Company, who dived under a Tube train at Victoria station. He was facing charges of conspiracy to defraud.

## Tighter control for chemicals

"We are not convinced that the standards and practices widely adopted by the disposal industry provide a sufficient guarantee of protection to the environment."

Controls on the disposal of substances such as asbestos, solvents, acids, chlorine and mercury - which total 4,400,000 tons a year in England and Wales alone - were "very unevenly applied", the report said.

It advised the Government to look urgently at the way disposal firms are able to disregard the best available technical guidance, and how licence conditions are sometimes breached wilfully and with impunity. Many licences placed too much reliance on the operator and failed to set down the standards to be achieved.

Local authorities often did not inspect sites frequently or rigorously enough, the inspectorate said, and recommended that visits be made at least weekly. "In addition the apparent reluctance of many local authorities' legal departments to mount enforcement actions was a cause for concern," it said.

Most of the disposal arrangements looked at were for land fill.

## BNF pollution trial starts

By Pearce Wright, Science Editor

"Certain radioactive material was discharged to sea and the beaches around Sellafield were found to be contaminated by radioactive material," she said. The public was advised not to use the beaches for some months, after the contamination on November 10.

Mrs Grindrod said that those responsible for disposing of nuclear waste were required to act to a very high standard of competence. At the time of the leak, many fishermen and the conservation group, Greenpeace, were at sea off the coast, and people were using the beaches, although there was no allegation anyone was harmed.

A number of "accidents and ill-considered decisions" led to the material being discharged to sea, she said. "They compounded the error by ill-considered and precipitous action."

The hearing, which continues today, is expected to last six to eight weeks.

## Three die in crash on new 11 section

By Colin Hadden

Three people were killed and 14 seriously injured in a coach crash on a new 11 section of road near, Norwich, when it was closed for government ministers. The accident happened on a road which was over a mile long and was a new section of road which was built by the county council. The coach, owned by a firm of Cambridge, was travelling north when it was struck by a lorry. The coach was carrying 14 passengers and the driver was killed. The other two deaths were of passengers. The coach was carrying 14 passengers and the driver was killed. The other two deaths were of passengers.

Mr John Alston, of the Norfolk county council, said a mile from the crash site a Chalker said: "I have received a letter from Norfolk."

## ool report on action vote

Correspondent

NUT has been undertaking duties in a voluntary way, waiting for a decision on a ballot. The union's decision to take up action has been announced. The union's decision to take up action has been announced. The union's decision to take up action has been announced.

Mr Keith Joseph, Secretary for Education, said yesterday the Government would fund training teachers in order to implement the Education Act 1980. The Government would fund training teachers in order to implement the Education Act 1980. The Government would fund training teachers in order to implement the Education Act 1980.

## controls of NUT

Correspondent

A thesis is an article in the magazine Education Administration says it is tempting to say these factors are as unimportant as the fact that what is the education of a quarter of a million in a primary or secondary school. The thesis is an article in the magazine Education Administration says it is tempting to say these factors are as unimportant as the fact that what is the education of a quarter of a million in a primary or secondary school.

## inet change expected September

By Michael Horswell

September is the time when the Prime Minister is expected to reshuffle his cabinet. The Prime Minister is expected to reshuffle his cabinet. The Prime Minister is expected to reshuffle his cabinet.

Mr Michael Heseltine said yesterday that the Government was expected to reshuffle its cabinet. Mr Michael Heseltine said yesterday that the Government was expected to reshuffle its cabinet. Mr Michael Heseltine said yesterday that the Government was expected to reshuffle its cabinet.

## es overseas selling price

By Michael Horswell

The overseas selling price of a new car is expected to rise by 10 per cent. The overseas selling price of a new car is expected to rise by 10 per cent. The overseas selling price of a new car is expected to rise by 10 per cent.

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# Stansted expansion in: Terminal Five out

## AIRPORTS POLICY

Stansted and Luton airports are to be allowed to expand, but there is to be no fifth terminal at Heathrow, Mr. Nicholas Ridley, Secretary of State for Transport, made clear in a statement on airports policy to the Commons.

Every major airport was to be made into a limited company, he said, and the British Airports Authority is to be converted into a holding company and privatised along with its seven airport companies.

Mr. Ridley emphasized the importance of the provision of sufficient capacity at airports but also the need to limit damage to the environment.

The proposals were immediately condemned by Mrs. Gwyneth Dunwoody, chief Opposition spokesman on transport. She said it represented a list of broken promises and a go-ahead for the South-East.

Mr. Ridley said: It is the responsibility of Government to ensure that sufficient capacity can be provided at UK airports, where it is required, and in due time. Our policy of encouraging competition in the air requires that there should be enough capacity available, (so far as is possible) to all airlines on equal terms.

We cannot direct flights to airports they do not wish to use; airports must use the opportunities open to them to attract as many flights as they can through providing a cheap and efficient service, for the benefit of the passengers.

To make airport managements

more responsive to their customers, and to further assist the growth of our most important and successful airline industry, the Government has decided to introduce legislation first to make every major airport into a limited company. And second, to convert the BAA into a holding company and to privatise it with its seven airport companies. I hope that local authorities will follow this lead and introduce private capital into their companies too; but we do not intend to force them to do so.

A system of regulation will be proposed to control the monopoly aspect of airports (including charges), to regulate traffic distribution when necessary, and to safeguard essential national interests. Our air transport industry is the envy of the world and a great success story. It has a turnover of \$4 billion, and earns \$500 million of foreign exchange. It is a growing industry, already employing 45,000 people. It is essential to the continuation of this success, and to the provision of more jobs, that there is sufficient airport capacity. Equally important, this must be done with minimum damage to the environment and to the lives of people living near airports.

It is with solving this dilemma - adequate capacity with minimum environmental damage - that first the Inspector at the airports, and more latterly the Government, has had to grapple. I would like to pay tribute again to Mr. Graham Eyre, QC, for his thorough and comprehensive report, in announcing our decisions today, I want to stress that we have sought a solution which meets both objectives as far as is humanly possible.

The success of our regional airports depends on their handling more traffic - which in turn depends on a growth in demand and on more airlines deciding to operate services from them.

The signs are good. Traffic grew by 12 per cent last year, and is expected to increase by one-third more by 1990. 1985 has seen the introduction at regional airports of many new scheduled services to international destinations, and more are planned.

The Government will do everything it can to increase flights to and from the regional airports, first and foremost, by British airlines. As regards foreign airlines, we recently reached an agreement with the Government of Singapore which allows Singapore Airlines to operate through Luton.

We expect shortly to begin discussions with the US Government about the basic on which scheduled traffic rights to Manchester for US airlines may also be granted.

We will continue to study, with representatives of regional airports, how to increase traffic further. We will be ready to approve worthwhile investment in new facilities, and the improvement of road and rail links where they are justified. We will ensure that competition at airports, both BAA and local authority, will be on fair and equal terms. We recognise the importance of maintaining access for domestic flights to Heathrow and Gatwick.

Even after taking account of all these efforts to attract traffic to the south-east, the Government, after careful evaluation, have concluded that it is necessary to provide capacity in the

south-east for between 72 and 79 million passengers per annum by 1995. This is consistent with the Inspector's planning figure of 75 mpps. We intend to achieve that figure as follows:-

First: The Secretary of State for the Environment (Mr. Patrick Jenkin) recently announced approval of the Stopped in London's Docklands. This will provide one million passengers per annum.

Second: The Government has decided to invite Luton Borough Council to come forward with proposals (which would be subject to the necessary planning procedures) to increase the capacity of Luton Airport from its present throughput of two mpps to five mpps.

Third: Gatwick Airport is expected by that authority to handle 21 to 23 mpps. We have on plans for a second runway at Gatwick.

Fourth: The capacity at Heathrow in 1995, when all four terminals will be in full operation, is expected to be between 38 and 42 mpps. It is very possible that this will be adequate to handle as big a throughput of passengers as runway capacity will allow.

The Government has decided to accept the Inspector's recommendation that air transport movements at Heathrow should not be artificially constrained, and to ask the House to accept the abandonment of the proposed limit of 275,000 air transport movements a year.

Even with this, and with all foreseeable technological improvements to the full use of runways it seems likely that runway capacity, not terminal capacity, will be the

limiting factor at Heathrow for some years ahead.

Nevertheless, it seems prudent to ask the BAA to pursue with the Thames Water Authority the possibility of moving the Perry Oaks sludge works elsewhere. Only if and when this has been done, and in the light of traffic forecasts at that time, would it seem sensible to see whether extra terminal capacity should be provided and if so, how much.

The Secretary of State for the Environment, on whose behalf the Minister for Housing and Construction (Mr. Jambow) has acted throughout, has turned down Unilever's application for planning permission for terminal five, and no terminal can be built at Heathrow without planning permission. We are setting up a study of improved surface access to Heathrow.

Fifth: Stansted. It will now be abundantly clear that the only way we can provide sufficient capacity to sustain the growth of our successful aviation industry is by terminal development at Stansted, thus bringing into more effective use the spare runway capacity which is available there.

The Secretary of State for the Environment and I have therefore decided to accept the Inspector's recommendation to the extent of granting the BAA outline planning permission for development at Stansted. The application was for 15 mpps. The Inspector recommended a limit of 15 mpps, rising to 23 mpps at Stansted.

Although we have granted permission for the mpps recommended by the Inspector, we have decided to impose conditions

requiring that the development be phased and limiting the first phase of development to seven to eight mpps. The initial development will thus amount to less than one-third of what the Inspector recommended ultimately.

Apart from the planning decision I propose to seek powers to limit air transport movements at airports. Subject to Parliament giving me the necessary powers, I intend to impose an initial limit on air transport movements at Stansted equivalent to seven to eight mpps. Any further increases in traffic at Stansted would be subject to control by Parliament, by means of an affirmative resolution.

As a result, further growth of traffic at Stansted would only take place when it was seen to be necessary, with Parliament having the decisive role. This should provide reassurance to people living in the area. We have rejected the possibility of the construction of a second runway at Stansted.

In the past we as a nation have shirked the decisions needed for the growth of air traffic and the jobs that go with it. We are in danger of stifling one of our most enterprising industries and losing out to our continental rivals. Schiphol, Paris and Frankfurt are building capacity well ahead of growth, they do not hope that we will shirk the decisions once again.

The decision letters on the planning application and the White Paper set out the arguments for these decisions at length and with clarity. When they have read them, I hope that MPs will feel that our responsibilities to all the many important and often divergent interests concerned have been adequately discharged.

Mr. Bowen Wells (Hertford and Stortford, C): Many of my constituents will greet his announcement with great anger and disappointment. They have fought the development of Stansted over 25 years and through two public inquiries only to meet with this decision.

His proposals will mean an enormous increase in the number of aircraft in that area and the people of Sawbridgeworth will have to suffer the inconvenience of air traffic noise and pollution and the crowding of very inadequate roads for which he has made no provision to improve.

Mr. Ridley: I have total understanding of the disappointment of some of his constituents and the fears about the noise and the environment of that very pleasant part of the country.

But I am sure he will accept that as a result of that sympathy we have gone a very long way to limit the development to that which is essential in the national interest of the aviation industry.

Mr. Kenneth Eastham (Manchester, Blackley, Lab): The statement on Stansted means once again millions of pounds being invested in the south of England. How is development at Stansted going to help the traffic through-put in the northern airports?

Mr. Ridley: The approximate cost of the development at Stansted is thought to be about £270 million. I do not regard that as a large investment. It is of course all from air travellers' money. It is not public money. It is the BAA's earnings on services and it will be investing that at commercial rates of interest in the new development.

Sir John Biggs-Davison (Epping Forest, C): How does Mr. Ridley think that the beautiful rural character of the environment at Stansted will survive this proposal?

Mr. Ridley: Of course the increase in terminal building at Stansted will not improve the landscape. But there is an airport there already. It is conceivable that the new buildings will be slightly less pleasant to look at than the old one.

of ownership from one set of shareholders to another could be beneficial, but it did not automatically follow by any means. Unless highly personalized, a change of ownership had no effect on a company. The mere fact of a change of ownership had no effect on the creation of wealth.

Lord Diamond (SDP) said there would always be a public sector, every country had one and its size was dependent on the individual elements which comprised it.

His party had no dogmatic view as to whether nationalization or privatization, it viewed that every one should be considered on its merits and in the light of previous experience. The argument between the two sides was narrow, but there was a third sector worthy of consideration - the co-operatives.

# Announcement soon on BL and Honda collaborative plans

## INDUSTRY

Indicating he was anxious to ensure the success of British Leyland from every point of view, Mr. Norman Tebbit, Secretary of State for Trade and Industry, indicated during Commons questions that he hoped to be able to announce shortly the Government's conclusions on BL's corporate plan.

We are acutely conscious (he said) of the importance of British Leyland in the British industrial scene. The Government remain committed to the restoration of BL to commercial viability.

He refused to comment on a story on the front page of that day's *Financial Times* which a Labour MP pointed out said that Austin Rover was to be forced to rely on Honda engines. Mr. Tebbit described the article as a sort of bouillabaisse - a sort of fish stew, a mixture of truth, half truth, inaccuracy and downright untruth.

Mr. Tebbit said he understood what Mr. Forth had said. But having been firm in what he had said to the Opposition, and because he would announce his conclusions shortly, it would be wrong to comment by way of half statements or statements of bits and pieces of the proposals.

Mr. Ian Wigglesworth (Stockton South, SDP) said it was vital for the whole of British industry and the economy to retain volume production of cars at BL.

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# Ridley maintains regions are getting all they want

Mrs. Gwyneth Dunwoody, chief Labour spokesman on transport, reacting to Mr. Ridley's statement said: This is a green light for a go-ahead to the south-east. It is a list of broken promises like the solemn promise to those living round Heathrow that controls on aircraft movements would be respected. They have been abandoned. There are also the undertakings to Manchester that there would be great assistance to it to develop as a regional airport and the suggestion that by privatising the airports industry you can support regional airports.

Why should we believe Mr. Ridley who says that it is his intention to privatise in a major way to improve the aircraft industry's future, and at the same time says that he intends to come to the House to ask for greater control of aircraft movements and development?

Why is he to remove the Perry Oaks sewage works but has no intention of building Terminal Five?

The White Paper makes clear that future regional development can only go ahead provided the market has a proven basis and development is already there. That is an unacceptable restriction. He is also totally uninterested in environmental aspects of airport development in the south-east.

This is a slap in the face for regional airports and should not be accepted.

Mr. Ridley: The Government rejects the suggestion that the air transport industry should be subject to damaging restrictions, such as forced diversion of traffic to regional airports, to quote from the Labour Government White Paper of 1978. What is more, the Government is good enough for me (laughter).

With that exception there is nothing which the north-west and other regions have asked for, for the development of airports, which is not contained in the White Paper. She seemed to be a little muddled. She accused me of abandoning air transport movement restriction at Heathrow and at the same time seemed to want Terminal Five built, which would have the effect of more traffic.

Mrs. Dunwoody: No. Mr. Ridley: She cannot complain both ways. Mr. Toby Jessel (Twickenham, C): Very many of the 1,750,000 people living around Heathrow dread the intolerable traffic congestion and noise that comes from that terminal, will be immensely grateful and relieved at the Government decision not to build a fifth terminal.

Mr. Ridley: The Government's policy set out in the White Paper will be to use the runways to maximum capacity. That is the limiting factor at Heathrow at present and it is in the best interests of British aviation and of Heathrow itself, one of the most important airports in the world.

Mr. Alan Haselhurst (Saffron Walden, C): Is this not a case of putting the cart before the horse in the wrong place in order to meet the prescription which he has given? It would be difficult for London to maintain its competitive position if people are being invited to interfere by taking the bus around the M25.

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Mr. Jellman Amery (Brighton, Pavilion, C): I congratulate him on having arrived at the same conclusion on Stansted as I reached 21 years ago, which was accepted by the Government of the day despite the reservations of Rab Butler on the possible effect on his future (laughter).

I urge him to go further and recognize the enormous importance of the maximum development of Heathrow. Eastwood, which is a greatly reduced from what it would have been some years ago.

Mr. Ridley: The Government's policy set out in the White Paper will be to use the runways to maximum capacity. That is the limiting factor at Heathrow at present and it is in the best interests of British aviation and of Heathrow itself, one of the most important airports in the world.

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Wyndeshaw, Lab) said the expansion of Stansted would cause the gravest concern in the north of England.

Mr. John Haviland (he added), right respected on both sides of the House, reported this morning in *The Times* that you cannot force Londoners into Manchester-bound trains to fly to Paris. As many as 30 per cent of people flying from Heathrow to the south-east did not get out of the south-east nor did they want to fly out from the south-east.

Mr. Ridley said the true figure was that 25 per cent of passengers flying from Heathrow to the south-east did not get out of the south-east nor did they want to fly out from the south-east.

There were more from the south-west than from the north-west. There were more from the south-west than from the north-west.

Mr. Frederick Silver (Manchester, Widdowfield, Lab) said Mr. Ridley continued to be the minister who did his utmost for regional airports. But there should be no subsidy to Stansted of any kind and any supporting infrastructure for it should be limited.

Mr. Ridley: I confirm there will be no subsidy for Stansted. Any investment will be of commercially raised money that will cause the fees to be raised at Stansted commensurate with other airports.

There will be £2 million for local roads plus there may or may not be some investment in rail that could be in the region of £50 million. That would only be if the investment in any scheme put forward achieved a positive result.

Mr. John Cartwright (Woolwich, SDP) said British Rail might say it could not justify a major investment if the number of passengers at Stansted was limited.

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## Papandreou stays on old economic path with slimmed down Cabinet

From Mario Modlans, Athens

An interim Socialist Cabinet under Mr Andreas Papandreou was sworn in yesterday by Archbishop Seraphim, the Orthodox Primate, in the presence of President Sarizetakis.

The Prime Minister told the first cabinet meeting later that this was "a Government of all the Greeks". But he warned that anyone trying to subvert the Government's course would be dealt with without mercy.

The new administration suggested no change of direction for the second term of office. All but one of the 16 ministers and two under-secretaries had served in the last government, mostly in the same posts.

The Prime Minister confirmed this impression, at least as to his ministers after the ceremony. He said: "There is no reason to change or economic course. We have done well so far."

Mr Papandreou's original intention had been to appoint a 10 member team to improve flexibility and symbolize austerity. Last-minute changes and additions reflected pressures and constraints and caused a broadening of the Cabinet.

Still its size was in sharp contrast with the extravagance of the previous administration, whose 52 ministers and under-secretaries often had to vie with

each other for a place at the huge oval Cabinet table.

One of the obvious constraints this time concerned the festivities marking the proclamation of Athens as the cultural capital of Europe for 1985, which begin on June 21.

Miss Melina Mercouri, who has worked hard to organize the events, will now be able to preside over them at Minister

### Full Cabinet

Prime Minister, Andreas Papandreou, Minister by the PM, Labour, Aides to the PM, Minister by the Presidency of the Government, Apostolos Lazaros, Foreign Affairs, Yannis Haralambopoulos, Minister of State (Foreign Affairs), Karolos Papoulias, Deputy Secretary (EEC), Theodoros Pangalos, National Economy, Finance, Merchant Marine, Georgios Anninos, Minister, Minister of Economy, Public Order, Transport, Public Works, Environment, Commerce, Evangelos Kavalas, Justice, Melina Mercouri, Education and Religion, Research and Technology, Apostolos Kaldimantis, Agriculture, Kostas Simitis, Commerce, Nikos Alimidis, Culture, Melina Mercouri, Energy and National Resources, Lazaros Vaygiotis, Health, Welfare and Insurance, George Yorgannidis, Minister of State for Defence, Andonis Drosos, Press Under-Secretary, Dimitra Maroucou.

of Culture, though this portfolio was to be merged with education.

Mr Papandreou, who retains also the portfolios of defence and northern Greece, told the Cabinet meeting that legislation restructuring the Cabinet would be tabled in Parliament on July 1. A Permanent Cabinet would then be sworn in.

In his address he pledged his Government to "work day and night to serve the people". He said: "The election battle is over. No citizen needs to feel defeated. We are a Government of all the Greeks. However, any pockets of abnormality that wish to subvert our course will be dealt with harshly."

All but one of the ministers are parliamentarians. The rising star in the new Cabinet is Mr Akis Tzoumisopoulos who was second in the party's hierarchy. Mr Papandreou announced that Mr Tzoumisopoulos, the Prime Minister, he was second only to himself in the Cabinet.

The Interior Ministry yesterday announced a slight change in the distribution of parliamentary seats. New Democracy, the conservative opposition, had wrested one seat from the Communist Party. In this way party strength in the new chamber was: Pasok Socialists 161, New Democracy 126, Communists 12, Eurocommunists 1.

### Zimbabwe elections

## End of white poll looms

From Jan Raath, Harare

United African National Council of Bishop Abel Muzorewa's seceding refers to whites as "Mugabe's darlings".

The Independent Zimbabwe Group, formed from former Rhodesian Front MPs who broke away from Mr Ian Smith's party in 1983, accepts the abolition of these unfair proportions.

It is led by Mr Bill Irvine, a former Rhodesian Cabinet minister who heads the parliamentary Public Accounts Committee, which has played a big role in exposing corrupt officials.

The Independents, argue that by co-operating with the

Government rather than confronting it, as has Mr Smith's party, white representation has a chance of being reduced rather than abolished.

The group is strongly backed by white commercial and farming interests, whose way to amiable meetings with Cabinet ministers behind closed doors is often smoothed by the Independents, trading on their cordial relations with the Government.

Mr Smith's party, renamed the Conservative Alliance of Zimbabwe, appears to be in serious decline. Indeed, whether Mr Smith can keep his seat and maintain his 36-year parliamentary tenure is one of the few points of interest in the white election.

In the last two by-elections, the alliance lost the first poll in a low turnout and could not find a candidate for the second, it is bereft of the heavy financial backing that gave the Rhodesian Front its strength in its heyday. Its poorest image with the Government is an embarrassment to the high-powered white business community.

Mr Robert Mugabe, the Prime Minister, announced the increases in April. He said they had been made possible by a tax increase in the economy since the end of three years of drought and subsequent bumper crops.

The increases may also have been seen as politically necessary for the ruling Zanu (PF) Party. The severest threat to its retention of power is dissatisfaction in the cities and towns with low salaries

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Mixed doubles: John McEnroe and Martina Navratilova dancing together at Pavillon Gabriel in Paris during the 1984 world tennis trophies ceremony on Tuesday night.

## China tries fans after football riot

Peking (Reuters) - Seven Chinese football fans are to stand trial for rioting in Peking last month after a crowd of 80,000 saw the national team knocked out of the World Cup by Hong Kong, according to the New China news agency.

Specific charges have not been announced.

Peking police told the agency that the fans had "deliberately made trouble - smashing shop windows, overturning a taxi, beating and kicking policemen sent to restore order and throwing bottles at Hong Kong players".

They face stiff penalties, and could even be sentenced to death if the courts choose to apply the law as rigorously as they did last year during a national crackdown on crime.

In view of the international attention paid to the riot, however, death penalties are unlikely.

The agency said yesterday that 38 fans were released after being detained for two weeks and 78 set free after admitting their errors.

Hundreds of fans were involved, rioters attacking passing foreigners before police restored order. The team was later disbanded and the coach resigned.

In Finland, the grandstand of a sports stadium in Turku was destroyed yesterday in a suspected arson attack blamed on the effects of English football hooliganism.

The fire chief, Mr Matti Tuominen, said: "This is the aftermath of English soccer hooliganism. We have been fearing something like this would happen."

## Young people will benefit France gives £275m to aid unemployed

From Diana Geddes, Paris

France yesterday announced a 3.3 billion franc (£275 million) programme to provide jobs for the young unemployed and ease the lot of the long-term unemployed.

Under provisions adopted by the Cabinet, the Government's successful community work scheme for unemployed aged 16 to 21 is to be extended to those aged 22 to 25 who have been out of work for more than a year. Some 100,000 are thought to fall into that category.

Under the scheme of *Travaux d'Utilité Collectives* (TUC) a young unemployed person can earn 1,200 to 1,400 francs (£100 to £142) a month for six months. Since September more than 200,000 TUC jobs have been created, double the Government's estimate.

About a million of France's 2.4 million jobless are under 25. A poll last month showed that 54 per cent of those aged 15 to 24 thought the TUC better than nothing, and a further quarter saw it as a good way to learn a job. Only 18 per cent considered it offered no future.

The scheme's success is believed largely responsible for the slight fall in unemployment over the past three months.

After rising by 13 per cent last year, the number fell by 32,000 between February and May, to the Government's relief. But with an expected growth rate of only about 1.3 per cent this year, economic experts do not believe the rise in unemployment can much longer be contained.

Extension of the TUC scheme is expected to cost 105 billion francs in a full year. Most of the rest of the new package is to go on raising by 50 per cent the daily 43 francs handout paid to long-term unemployed no longer entitled to unemployment benefit.

Unlike Britain's, French unemployment benefits are based on a self-financing contributory insurance. The level and duration of benefit depend entirely on a worker's previous salary and number of years worked.

A man who has worked only six months in the last year, for example, will be eligible only for 42 per cent of his gross salary for nine months. That will be followed by a further minimal 43 francs a day for six months.

He is not then entitled to any more unemployment benefit, but may become eligible for the government handout of 43 francs a day (now to be increased to 64.50 francs) provided he has worked for five years within the last ten.

In a country with no supplementary benefit safety net, slightly over £5 a day is a pittance, and tens of thousands of long-term unemployed are not entitled even to that.

The Government has also announced a 200 million francs training scheme for women whose children have grown up, and 500 million francs is to be given to local authorities for the tens of thousands without state or insurance benefit.

## Indian troops watch distant border as Gandhi visits Cairo

From Michael Hamlyn, Delhi

As Mr Rajiv Gandhi, the Indian Prime Minister, stepped off the special Air India flight which took him to Cairo, where he says he will discuss the Arab-Israeli dispute and efforts to end the Iran-Iraq War, his soldiers were manoeuvring on the chilly heights of the Siachen glacier far above the plains of India, Pakistan, Russia and China.

They were attempting to head off what they saw as a move by Pakistan to capture the area, which has not so far been demarcated under various ceasefire agreements.

Elsewhere in India his troops were on the streets of Amritsar for the first time recently, as the Sikh community prepared for the climax to "Genocide Week", the observance of the first anniversary of the seizure of the Golden Temple.

On the other side of the country, in the remote hills of Tripura, police began a hunt for a gang of 20 members of the Tripura National Volunteers (TNV), who are marking the fifth anniversary of ethnic violence between the tribal and non-tribal inhabitants of the state.

The gang descended on a country homestead occupied by non-tribal women and children and hacked eight of them to death, seriously injuring two and kidnapping a young boy. The men of the village were away at the time.

Mr Gandhi, who leaves Egypt today for France, Algeria, the United States and Switzerland, said at Delhi Airport that he would be discussing disarmament, the Indian Ocean, tension in South Asia and bilateral issues with President Reagan and President Mitterrand. He said he was not shopping for arms.

India is reported to be worried by Pakistan having acquired long-range guns capable of firing 20 to 60 miles, and harassing Indian positions from far off in the disputed glacial district in the north of Kashmir. Indian and Pakistani troops have exchanged artillery and small-arms fire there in the past few days, and the Indian Defence Ministry has accused Pakistan of buzzing a transport plane and intruding into Indian airspace.

In Punjab, the Army is out in Amritsar because of a rally proposed by the "United Akali Dal", the extremist wing of the Sikh political party, led by Baba Joginder Singh, father of the dead terrorist leader, Sant Jarnail Singh Bhindranvale, killed in last June's Golden Temple battle.

Baba Joginder Singh and another militant leader, Mr Jagdev Singh Talwandi, yesterday complained that the large-scale deployment of security forces in the state was intended to prevent members from turning up at the Golden Temple for a meeting to pay tribute to those killed.

● CAIRO: Mr Gandhi, re-stated India's support for a homeland for the Palestinian people and demanded that Israel withdraw from all occupied Arab territory, at an official dinner hosted by Egypt's President Hosni Mubarak last night (AP reports).

"We have consistently and uncompromisingly supported the just Arab cause," Mr Gandhi said. "We support the struggle of the Palestinian people, led by the Palestine Liberation Organization as their sole representative."

Leading article, page 13

## Tamil terror laws linked

Colombo - The Sri Lanka Cabinet yesterday discussed a draft law which will make punishable any action to plan violence in another country (A Correspondent writes). It is believed that the law will be passed in the coming weeks.

Mr Gandhi showed interest in the proposal and says that the law will be added to new terrorist laws India passed last month. Sri Lanka is expected to introduce it at the same time as other terrorist laws similar to India's.

Government sources have revealed that this was one of the

proposals discussed by President Jayewardene and the Indian Prime Minister, Mr Rajiv Gandhi.

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## Sunken supertankers could save oil field

Stavanger (Reuters) - A Norwegian oil company has proposed sinking four supertankers in the middle of the North Sea to reduce the strength of waves that may damage a large oil field presently sinking into the seabed.

Norsk Hyd research showed the tankers could reduce the power of the largest waves by up to 30 per cent, or 10 yards and prevent damage to the seven platforms on the Ekofisk oil and gas field, one of the largest in the North Sea.

A spokesman said an alternative would be to build a concrete wall of 500 yards long,

50 yards high and 120 yards thick on the seabed north-east of the field, where the highest waves originate.

Senior sources in Phillips, the field operator, said they were taking the scheme seriously, but would take no decision until the rate at which the seabed was sinking had been established.

The Ekofisk field is the oldest on the Norwegian continental shelf and has been producing since 1974. Constant production has weakened the underground rock structure and one of its platforms has sunk by up to seven and a half feet.

## Hitler diaries 'missing money' still unexplained

Hamburg (Reuters) - The 10-month-old trial surrounding the fake Hitler diaries entered its final stages yesterday when the prosecution began summing up its case against two men charged with fraud, Konrad Juchacz, the Nazi memorabilia dealer who has admitted forging the diaries, and Gerd Heidemann, a journalist, accused of selling 60 fake volumes to Stern magazine for more than DM9 million (£2.3 million).

The court yesterday rejected a motion by lawyers for Heidemann to admit fresh evidence, saying it was not crucial to the trial.

Court sources said that Heidemann and Juchacz could face five or 10 years' imprisonment if convicted, depending on the degree of fraud determined by the court.

Heidemann, the former chief reporter of Stern, whom the magazine proudly called "nose", maintained he delivered every phrenic from Stern to Juchacz. Juchacz say he received only DM1.6 million and the court failed to discover what happened to the missing money.

Heidemann has not ex-

plained how he was able to support his luxurious lifestyle and where he got the money to pay expenses for one year which totalled DM1.5 million.

Throughout the trial he has insisted what he believed until the very end the diaries were authentic. He told his magazine the volumes were recovered from a plane which crashed at the end of the Second World War in what is now East Germany.

As the state prosecutor began summing up the two defendants listened impassively, ignoring each other. Before the trial started last August, both were described as friends, but prison sources said they were no longer on speaking terms.

The prosecution will continue summing up today. Court sources said the defence will probably put its case within the next two weeks. The verdict is expected at about the end of the month, they added.

Heidemann and Juchacz have been in prison for two years before and during the trial, and this might be deducted from any sentence on conviction, legal sources said.



Gentle touch: A woman police superintendent conferring with an officer during the clash with workers at Ivry.

## 38 injured in Paris riot

Ivry, France (AFP) - Twenty-eight riot police and 10 workers were injured as members of the Communist-led CGT trade union federation stormed the Swedish-owned SKF ball-bearing plant in the south of Paris yesterday, the regional administrator said.

About 200 workers, many wearing helmets and armed with axes, hammers, pelted police with stones and ball bearings as they tried to reoccupy the factory and were met by a

barrage of teargas bombs.

The CGT's regional secretary said 19 wounded demonstrators had been taken to hospital and several might have been hit by bullets.

SKF closed the plant in March last year. The CGT occupied it in October after the Government approved a plan to make 439 workers redundant and shed the remainder of the 619-strong workforce through early retirement or transfers.

## Nicaragua wants DMZ to prevent border clashes

From Alan Tomlinson, Managua

Nicaragua is proposing a demilitarized zone under international supervision along its border with Costa Rica to prevent incidents such as the one on Saturday in which a Costa Rican civil guard was killed.

Costa Rica is refusing to send a new ambassador to Managua because the incident, in which it said a border patrol was fired on by Sandista troops.

Nicaragua blamed the shooting on counter-revolutionary forces seeking to heighten tensions between the two countries.

In a communiqué on Monday Nicaragua said it was suggesting the demilitarized zone because a definitive solution was needed. "Declarations of good intentions are not enough to overcome this problem or to prevent falling into a circle of denials, protests and accusations," it said.

A similar incident a year ago led to a commission being formed to supervise the border under the auspices of the Contadora peace initiative, but it has not prevented a serious deterioration in relations between the two countries. A dispute in January over the arrest of a Nicaraguan draft dodger at the Costa Rican embassy in Managua temporarily brought the Contadora process itself to a standstill.

Nicaragua suggested the establishment of a similar commission to diffuse tensions with Honduras after the death of two Honduran soldiers who became involved in fighting last month between Sandinista troops and Contra rebels. It has also asked the Panamanian armed forces chief, General Manuel Noriega, to mediate in proposed talks between Honduran and Nicaraguan army leaders.

In the average shopping week more than 36,000 visitors cross the frontier, 10,000 more than the local population.



## THE ARTS

## Galleries

## Decorum in purity and power

## Le Classicism française: masterpieces of seventeenth-century painting

National Gallery of Ireland, Dublin

First shown at the Petit Palais in Paris and then at the Museum of Fine Arts in Budapest, this austere beautiful exhibition concludes its tour in Dublin, an appropriately "classical" venue, where it stays until Sunday. Half the pictures have been lent by the Musée du Louvre, but a number have come from French provincial collections and a further eight have been added from the National Gallery's own holdings.

The catalogue, by Sylvain Laveissière, is commendably academic, although Jacques Thuillier, in his foreword, indulges in that peculiar brand of high-flown philosophizing that gives French art historians such a bad name. It is also virtually untranslatable into English and Kim-Mai Mooney deserves a prize for attempting to make sense out of such preposterous and self-indulgent stuff. Laveissière's introduction is, on the other hand, a sensible, straightforward summary of the main trends during the period, roughly from 1625 to 1675, covered by the exhibition.

The concept of "classicism" is uncompromisingly French and also firmly rooted in the seventeenth century: Corneille, Racine, Molière

and Perrault are as "classical" as Poussin or Lebrun and there is an undeniable homogeneity about the period and its artistic production. The concept of decorum runs right through society, from the elaborate formality of the Court to the frozen posturing of the operatic stage, and in painting it is enshrined in all its purity and power. Ironically, the political background is one of turmoil and tension which exploded in those "frondes" that had such a traumatic effect on the young Louis XIV, whose personal rule did not begin until after the death of Cardinal Mazarin in 1661. It is important to recall therefore that the exhibition has no connection with Versailles, but rather with Paris and the great provincial centres such as Lyon.

The return from Rome in 1627 of Simon Vouet is generally accepted as signalling the birth of what may be termed the "French School", in which the grand Italian manner replaced the wilful precocity of late Mannerism. He is represented in the exhibition by three major works of which the most appealing is the tondo representing *The Four Seasons* belonging to the National Gallery of Ireland. The youthful Adonis, with his incipient beard, is disconcertingly Christlike, recalling Guercino's *Incredulity of St Thomas* (London, National Gallery), painted c.1621 and which Vouet could have seen in Bologna.

Vouet's most brilliant pupil was the short-lived Eustache Le Sueur (1616-55), who never managed to get

to Italy but nevertheless modelled himself on Raphael, studying his works in the Royal Collection as well as through prints. By 1653, however, he had created his own personal style which is perfectly embodied in one of the finest pictures in the exhibition, his *Allegory of the Perfect Minister*, recently acquired for the Musée des Beaux-Arts, Dunkirk. Painted for a Monsieur Planson, it is an allegory of the virtues desirable in a servant of the state, Counsel, Wisdom, Prudence and Silence.

Le Sueur's last works reveal the influence of Nicolas Poussin, the dominant figure of the period, despite his permanent residence in Rome, apart from a brief unhappy sojourn in Paris in the early 1640s. No fewer than six works are included in the exhibition of which half belong to Dublin, notably the spacious *Saint Elizabeth and the Young St John*, documented to 1649 and given to the gallery by Geraldine, Countess of Milford, in 1902. Almost completely unknown except to scholars, the monumental *Coriolanus Won Over by his Wife and Mother* from the Musée municipal at Les Andelys (Poussin's birthplace) makes its point with almost brutal directness and the suggestion in the catalogue that it alludes to the *Fronda des Princes* of 1650-52 is apposite.

Some ten years earlier, the least appreciated but in many ways the most talented of the painters covered by this exhibition, Charles Le Brun, had arrived in Rome from Paris,

Detail from a landscape of delight: Claude's *Juno Confiding in the Care of Argus*

having travelled there with Poussin. During his brief and apparently not particularly happy stay there, Le Brun collaborated with Poussin's brother-in-law to produce the curious *Allegory of the Tiber* (Beauvais, Musée départemental de l'Oise). More typical of the artist who was to dominate the arts in France for more than twenty years is the *Moses Striking the Rock* (Musée du Louvre), in which he portrays the diverse reactions of a large number of figures to the miraculous event, while the *Apollo Taking Leave of Telus* (Dublin, National Gallery of Ireland), recently identified as a sketch for a (destroyed) ceiling executed in

1650-51 for a house in the Place Royale, now the Place des Vosges, seems closer to Vouet in its sense of movement. All these "peintres d'histoire" exercised their considerable talents on representations of the human figure, but they also paid considerable attention to the background of their compositions, both landscape and architecture. An amazing conglomeration of ruins and sculpture virtually swamps Jean Lemaire's *Childhood of Bacchus* (for Romulus, Dublin, National Gallery of Ireland), whereas in Laurent de la Hyre's dramatic *Mothers of the Children of Bethel* (1653: Arras, Musée des

Beaux-Arts) the classical colonnade is properly subordinated to the somewhat grisly subject matter. With Claude, of course, landscape is all, certainly in the two works included, *Landscape with Paris and Demone* (Musée du Louvre) and the delightful *Juno Confiding in the Care of Argus* (1660: Dublin, National Gallery of Ireland). The catalogue quaintly but accurately describes the charm of this work as deriving "equally from the delicacy of the atmospheric notations and the bonhomie of the characters portrayed". So much for decorum.

Jeffery Daniels

Television  
Peaceful dreams

There is a song once sung by Max Bygraves, called "Fings Ain't Wot They Used To Be", which expresses the idea that the ordinary person can do nothing about the accelerating speed of social change except enjoy it with a certain rueful nostalgia. This attitude is shared by the central character of Bulman (ITV), a solidly conceived and entertaining new thriller series.

George Bulman, who earned the nickname of GBH during his career in the CID, thinks little of hijacking a hot BMX bike from the nearest juvenile delinquent, and even less of the credentials of his younger police colleagues. At the beginning of last night's story he resigned from the force and bought a junk shop, intending to pass his retirement pleasantly repaying antique clocks. The junk shop's former owner apparently loaned her identity to a corpse, and so our hero's dreams of peace and precision evaporated.

Geographically, Bulman inhabits south London; socially he is a citizen of that uncomfortable land in which the middle-aged have a sense of having lived several lifetimes already. The milieu created by the writer Murray Smith had an authentic sense of dislocation; everyone in this shifty world is of no fixed abode, no reputable profession, no known background and no moral fibre. Honesty was a variable component of the social machine.

A character does not ride in from nowhere to take over a 13-part television series, and Don Henderson as Bulman has already snarled and brooded through more than 30 hours of an earlier thriller, *Strangers*, in which he mellowed considerably from his prototype from an even earlier show. There is evidently something about this oddball which is powerfully appealing, though it cannot be his ugly knitted gloves, his pretentious line in T-shirts or the mutton-chop whiskers which do little to obliterate his granite-textured features.

To increase his appeal further, the gruff detective has now acquired a sidekick, a wisecracking Scottish blonde played with immense panache by Siobhán Redmond.

There is a danger that, when a central character and the scenario are both lavishly supplied with quirks, the narrative will vanish under an avalanche of eccentricity. New viewers, without the benefit of four years of acquaintance with Bulman and his world, could find the fare too rich until they acquire the taste; for older fans, it will provide the perfect mental pick-me-up after *Dallas*.

Celia Brayfield

● Welsh National Opera's Ring cycle is to be completed by the opening, on September 14, of *Götterdämmerung*, produced by Göran Järvelid, designed by Carl Friedrich Oberle and conducted by Richard Armstrong. Anne Evans and Jeffrey Lawton play Brünnhilde and Siegfried. The other new productions in WNO's 1985-86 season are *Cost of a Cure*, *Otello*, *The Barber of Seville* and *Wozzeck*.

## Theatre

## MacQuin's Metamorphoses

Traverse, Edinburgh

This, Martyn Hobbs's second play, is a witty intellectual excursion into the mind of a self-obsessed aesthete, debating the boundaries of human nature, showing the insufficiency of retreat from reality, and matching style to content by weaving a tissue of verbal allusion and illusion through which internal and external reality are blurred.

MacQuin, the very model of a *fin de siècle* Decadent (touching on Huysmans's *Des Esseintes*), is a self-styled recluse in an Italian villa that reflects his mental state - aestheticism running to seed, pavilioned in faded splendour and cluttered with objects d'art behind the half-shut blinds of paranoid introspection (a fine set by John Byrne). Here MacQuin is rewriting Ovid, intent on achieving his own metamorphosis and engaged in the suppression and transformation of his past and sexuality through literature. The themes of constant flux and change and of man's dual nature are transformed from Ovid in MacQuin's preoccupation into the Decadent's fascinations - with the nature and transience of Self, with exploring and extending the heights and depths of man's imagination through inverted religion, with escaping the finite and the mediocre, with homo-eroticism and its expression in art.

Shutting out the world, MacQuin sees his creditors as predators, dismisses his landlady's notice to leave as

"execrable prose" and conveniently loses his prosaic, parasitic nephew and *alter ego* (Chris Hunter) minutaur-like in his garden labyrinth. He revels in the *Metamorphoses*, in the transgressions that precede transcendence, luxuriating over sensual passages of prose to his boy servant (Simon Tyrell). Into this Hobbs brings ideas about writing itself, touching on the mirroring structures of man's mind, myth and reality, and the constant recurrence of mythical themes and forms transformed throughout art.

But the barrier MacQuin constructs against himself and the world, illustrating both the fecundity and sterility of language, exacts payment when the desired climax arrives - a surreal nightmare blurring fact and fantasy totally, where characters whom he has transcribed in his "work" to befit their "intellectual and moral status" appear to torment him. This horrific sequence is handled with great dexterity by the cast, the apex of the semi-fantastical atmosphere that Jenny Killick's imaginative and often witty direction has been cultivating. But neither this nor an able cast (particularly Jack Ellis as a languorous, capricious MacQuin) can overcome the play's feeling of incompleteness. The rather thin characterization and underdeveloped narrative at the play's centre make even its remarkable, elliptical literary style begin to feel hollow and insubstantial. It left me fascinated but not really moved, and hoping that Hobbs will next match more substance to his undoubted imaginative, articulate ability.

Sarah Hemming

## The Overgrown Path

Royal Court

Robert Holman's play opens with the appearance of a group of Japanese primary school children who come forward with a prelude showing how one girl escaped the bombing of Nagasaki.

Played with great charm (sorry, but there is no other word), it is a well-made little piece, with a beginning, a middle and an end, an expertly approached climax and a well-prepared happy ending: qualities which are not to be found elsewhere in the evening's events.

I do not intend this as a snide comment on the work of an experienced writer. The contrast is probably deliberate. It seems that Mr Holman led off with his little Japanese play not only to alert the audience to his theme but also to imply that plays assembled on those lines are fit only for primary schools. Reality, he implies, is not well made: it consists of a great many overlapping stories, with every figure seeing himself as the central character; and, when momentous events occur, they are more likely to happen by chance than as the result of craftsmanlike planning.

So much for the play. As worked out in *Les Waters*' production, *The Overgrown Path* lives up all too accurately to its forbidding title. Uncontrolled ideas and self-indulgent characters possess the stage like rampaging weeds, and you are left to contemplate a series of dour, low-energy conversation pieces with no hope of seeing things cleared up. The setting shifts from Nagasaki to a Greek island, the home of an elderly reclusive professor who is receiving a rare visitor: Nicholas, an academic interviewer who is hoping to base a thesis on his host's career. Also on hand are the professor's leukaemia-stricken



Non-committal mischief: Peter Vaughan

wife and daughter, and a Greek boy who has attached himself to the family.

The first thing you want to know is: why Nicholas has sought out the professor, and why he has retreated from the world. Mr Holman resolutely stone-walls such questions and concentrates on Nicholas's social embarrassment in the face of his evasive host (a mischievously non-committal Peter Vaughan) and his sexually challenging daughter. We get to know all about Nicholas's Yorkshire newspaper shop, about the daughter's marriage and about the wife's illness. But it is only towards the end of the play that the professor casually discloses his past career in atomic research.

Stuart Wilson, as the ill-used interviewer, and the mother and daughter partnership of Doreen Mantle and Deborah Findlay, press the truths of low-keyed naturalism to the limit; but for most of the evening they are hampered by prolonged question-and-answer sessions. At the end, Miss Mantle is seen gazing out to the melancholy roar of the Aegean, which I initially mistook for a hearty snore.

Irving Wardle

## Hilary Finch at the Naples Festival

## Musical togetherness counts for all

The Neapolitans, with their "love of fireworks and the cheaper emotions", as Sacherelli Sitwell once haughtily but fondly remarked, had a treat last Saturday. Their bay was once more lit up with a massive fireworks display, with Handel's music, played by the Scottish Chamber Orchestra, resounding off the walls of the Castel Nuovo and the Castel dell'Ovo. It came as the grand finale of a fortnight's festival in which 250 musicians from all over Europe and the United States have been adding to the city's unceasing eruption of human, animal and vehicular noise.

Fifteen years ago Salvatore Accardo founded the festival in his home town as a primarily chamber-musical event. The emphasis is still very much on *musica d'insieme*, "together" music; and the public rehearsals in the exquisitely ornate rooms of the neo-classical Villa Pignatelli, as well as the lunches in its nineteenth-century coach-house, are at the heart of the festival.

It is Accardo's shrewd cross-fertilization of established artists of his own age and young professional players which kindles the sparks. In Schubert's Op 44 Piano Quintet, the chemistry was explosive. In what will surely be remembered as one of the high points of the fortnight, Michele Campanella's pianism and the revelatory second violin playing of the young Margaret Bayler from New York sent ripples of reinvigorating technical challenge and recreative excitement through the work itself and the ensemble playing of Accardo, Toby Hoffman (viola) and Peter Wiley (cello).

In the heart of the city, the

acoustic of the Basilica of San Domenico Maggiore and the urban cacophony which penetrates its walls made any intelligent appraisal of poor Janos Starker's Bach Cello Suites well-nigh impossible. Bach was celebrated in grand style, though, by evenings of the complete Brandenburg Concertos in the Teatro San Carlo. Again, the stimulus of established and burgeoning individual virtuosity shone bright light on to the original orchestrations in which they were presented. Phrasing and tempi which at times took a little too much for granted were enlivened by the imaginative energy with which each soloist worked out his part: the spiderweb invention of Bruno Canino's harpsichord in No 5, the subtle fluctuations of string *chiaroscuro* under Bruno Giuranna in No 6 and, unfortunately, the audacious virtuosity of Wynton Marsalis and his trumpet in No 2.

The sheer physical joy in the traversal of space, harmony and time which leaps out of the musical personality of Marsalis is very much in the spirit of Domenico Scarlatti's virtuosity. It is his father, Alessandro, once *maestro di capella* to the city's Spanish viceroy, who is celebrated above all in Naples. Understandably so, as he whisked his son off to Venice at the age of 19, writing to Ferdinand de Medici that "although there was room for talent, his talent was not for such a place". But there is still room enough, and the city of his birth provided fitting "Omaggio a Domenico Scarlatti" in an illuminating and highly entertaining evening of keyboard and theatrical display.



Salvatore Accardo: shrewd cross-fertilization

Charles Burney once wrote that anyone familiar with the "original and happy freaks" of Scarlatti's keyboard writing "would be surprised at the sobriety and dullness of his songs". Herbert Handt's transcription, revision and musical direction - tagging Roberto de Simone's staging of Scarlatti's little one-act, *La Dirindina*, gave his words the lie.

The work, lost until about 20 years ago, was originally composed as an intermezzo to his Hamlet opera, *Ambieto*. In a brilliant volte-face, De Simone turned the work on its head: the play really is the thing. *La Dirindina* itself was provided with its own intermezzo, a silent-movie style video dumb-show of a travesti Hamlet, sped through to the accompaniment of Mark Hastings's keyboard Scarlatti.

Further happy ideas solved two more potential performance dilemmas. The static nature of this little satire on opera, castrati and even the

## Concerts

## Milstein's vintage friskiness

RPO/Dorati  
Festival Hall

Nathan Milstein's career has put the normal course of artistic development into reverse. Fifty years ago he was the acknowledged classicist, perhaps the most "intellectual" and temperamentally restrained among a legendary vintage of Russian violinists. Now, just into his ninth decade and with most of his erstwhile rivals long since departed from the stage, Milstein is becoming friskier.

His playing in Brahms's Violin Concerto seemed to grow in stature and security, for there were undeniably some patches of poor intonation early on. In this first movement, too, the conductor, Antal Dorati, seemed a little inconsiderate of Milstein's famously aristocratic, light-bowed touch, so that some solo passages were obscured.

From the cadenza, however, the magic returned. Milstein brought it to feverish pitch, then effected a superbly controlled relaxation to prepare for the orchestra's final *tranquillo* entry. Similarly in the slow movement the initial pace was brisk and unyielding until, shortly before its conclusion, Milstein gradually intensified the sentiment and swept the music into a gloriously flamboyant purple patch. It was the perfect prelude to his finale, where the theme was characterized with a discreet gypsy-like hiccup, and where this magnificent octogenarian accepted the challenge of Brahms's (or Joachim's) *energetic* marking to bring the piece to a memorable conclusion.

Dorati's way with Brahms can seem superficial: too much living for momentary effect, not enough coherence. In the

Second Symphony, though, his tendency to clip phrases, to arch the dynamic contrasts dramatically, and to encourage prominent instrumental lines to add a hard, almost abrasive edge to their timbre all seemed to go with, rather than contrary to, the grain of the music. The opening movement had some over-voluble changes of pace, and the finale scrambled to begin with, but the woodwind chorus at the third movement's outset was beautifully balanced, and the symphony's apotheosis was fittingly resplendent.

Richard Morrison

Handel Opera  
Society/Farncombe  
Queen Elizabeth Hall

The rows of candelabrum-decked chorus members sitting bolt upright on stage were an irresistibly amusing reminder of English National Opera's recent *Xerxes*. And, if anything was proved by Tuesday night's entertainment, it was that Handel's true versatility lies in the resilience of his music to 300 years of constantly fluctuating reception and response.

This "Evening with Mr Handel" was, after all, a celebration of the Handel Opera Society's thirtieth birthday, not, make no mistake, of Handel's 300th. From Charles Farncombe's earnestly spoken synopsis and recollections of

school assembly *Scipio* marches, to the last trill and cadence, this was a nostalgic lantern-show of the Handel of yesterday.

It was at times difficult to tell just how calculated the quaintness really was. How, for example, to take the very presence, in this scrapbook context, of the opening and closing choruses of nymphs and swains? And was the blustery metricality of the "rather lovely duet" from *Acis and Galatea*, sung by Ryland Davies and Elizabeth Vaughan, really to be taken at face value?

One of the paradoxes of the Handel Opera Society is that the very group who, in the 1950s and 1960s, convinced us that Handel's operas were theatrical creatures of flesh and blood, should now so often freeze them into still-life vignettes of theatrical and musical history. It matters little that neither Davies nor Vaughan has the sort of voice we now associate with Handel performance: that is a matter of fashion. It does matter, though, when Handel's expressive purpose is obscured by the bad old barking scattato jollity of Davies's "Love sounds the alarm" or the confusion between trill and vibrato in Vaughan's "Oh sleep" from *Semela*.

It was Elizabeth Vaughan, though, who pierced through idiomatic mismatch to Handel's exultant traversal of space in *Scipio*'s "Scoglio d'immorta fronte". Here, for once, his vaulting arpeggios leaped rather than lunged to their goal.

Hilary Finch

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# The fighter at Israel's hard centre

## The Times Profile: Yitzhak Shamir

He came into the hotel room the way a confident boxer moves into the centre of the ring: on the balls of his feet with his shoulders slightly hunched. A hand, though, not a fist, was extended. Yitzhak Shamir, Deputy Prime Minister and Foreign Minister of Israel, had arrived fresh from an extended morning meeting with Margaret Thatcher. There are a number of British politicians who come from meetings with Mrs Thatcher looking not fresh, but pummelled. But not Shamir.

His vivacity is typically Israeli but, like Menachem Begin, he is not just an Israeli, not just a Jew, but a Pole. There is about him a directness, an intensity, which, for all that is humorous and often kindly, has a certain underlying grimness that is quintessentially Polish.

Suffering is not, however, the first thing you notice about Shamir. Here, sitting on a sofa, was an elderly gentleman in a dark suit, white shirt, neatly knotted tie, carefully trimmed moustache, well-tended hair — the very type, observation would suggest, of a retired British military gentleman of the superior sort. Probably not the image he and the open-collared members of his Herut (Freedom) Party had ever envisaged.

Indeed, it is one of the cultural oddities of modern Israel that those who fought hardest against the British mandate in Palestine after the war, now form the majority of that small section of Israeli society who favour English manners.

At the age of 20 Shamir had come under the influence of Ze'ev Jabotinsky, a Zionist leader so forthright in his conviction that the Jews would never create an independent Israel through negotiation, but would have to fight for it, that he was ostracized by conventional Zionist opinion. Shamir immediately threw up his law studies in Warsaw and emigrated to Palestine. Taking the teachings of Jabotinsky seriously, he joined the hardline underground organization Irgun, led by Menachem Begin. But finding Begin insufficiently committed to battle, he left in 1940 and allied himself with a tougher organization called LEHY (Lohamei Herut Yisrael — Israel Freedom Fighters). Twice captured by British forces, he managed to escape twice and took refuge in France, returning to Israel only when the state was established in 1948.

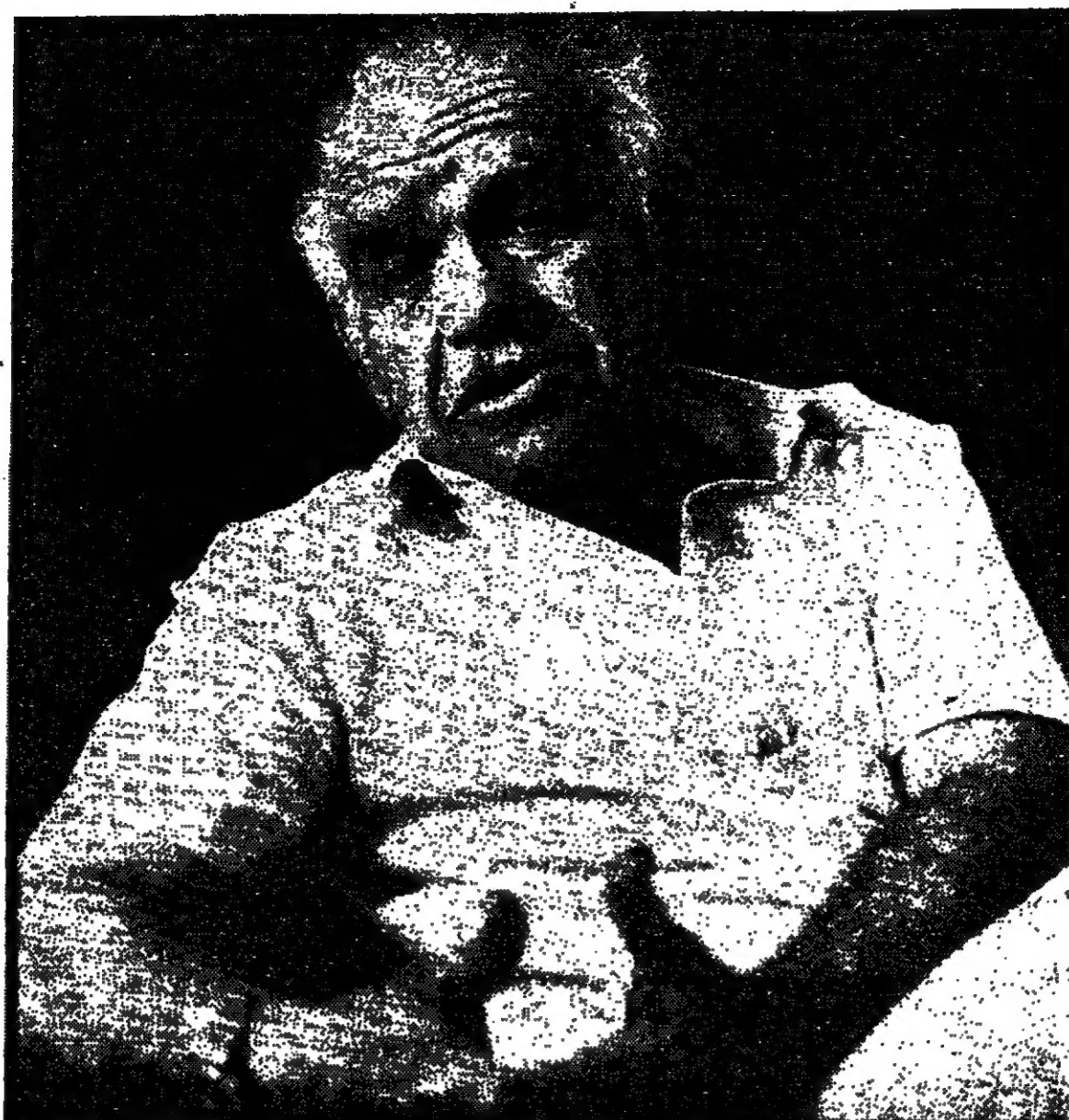
For seven years he lived in obscurity, earning a living in law and business. When he emerged from private life in 1955, moreover, it was to join the Israeli Secret Service — the Mossad. Little is known — necessarily — about what he did, except that he earned praise. But it is indicative of his character that he prefers obscurity to publicity, and he was a reluctant successor to Begin as Prime Minister when his former leader retired in 1983. Living modestly in Tel Aviv, Shamir keeps his private life deliberately separate from his public one. His wife, son and daughter are all shielded from the public glare.

None the less, he is a formidable organizer and administrator. When he decided to enter politics (through Begin's Herut Party) in 1970 he rose through its ranks with speed. In his first year he was elected to its executive committee and in 1975 became its chairman. This pattern of organizational competence and assiduity was, from the beginning, reflected in his work at the Foreign Office.

Shamir arrives at 8am and never leaves before 7pm. He devours papers: he loves reading telegrams and analyses and has a special fondness, in tribute to his Mossad days, for intelligence reports. He has ended the system of general staff get-togethers favoured by his predecessors and confines discussion to one, or at most two, officials. His method of work is as quiet as his public personality, and the general respect in which he is held by all but his outright enemies is the result of that method.

His English was extremely limited until he attained high office late in life. Outside Hebrew and Polish, the language which he knew best — and most fluently was French. The voice in which he speaks is, alternately, guttural and sibilant but it would be a hard taskmaster who would not criticize the effective and direct way in which he uses English grammar.

For instance: "You must accept that it was our policy in Lebanon from the very beginning to go in only to leave. Within that range there were two objectives. First, to get the PLO out of the second country they had nearly destroyed. Second, to ensure adequate security for the northern settlements of Israel, which had suffered rocket and terrorist attacks for so long. By May 1983 we had certainly achieved the



A formidable man from a formidable country: Yitzhak Shamir

first, and we thought we had achieved the second through an agreement negotiated with the Lebanese with the help of the Americans. That agreement fell apart, and we suddenly found that there was nobody local with whom we could negotiate.

"But it is so easy to be clever, or wise in retrospect. We found another fear. The first was of a PLO presence. The second was of a PLO return. We waited and we hoped and, finally, we decided to come home. But the first objective had been achieved. We now have no security or political worries.

"An episode in our history is now over. We have dealt, before, with PLO bases in Gaza, Judea and Samaria. But that was in our own country. Perhaps we did not

appreciate the difficulties, at the beginning, of doing it in somebody else's country. We had a saying that we would be out, if not today, then tomorrow. We always intended to be out. But we found ourselves staying much longer than we had intended."

When he is confronted with the consequences of what he initially had been called Operation Peace in Galilee, but which had resulted in a high price for his country, he hardens visibly. One can see the party leader, the dedicated representative of a faction, the man who has been a fighter all his adult life.

"All through the years of Labour Party — or Alignment — government in Israel we, the opposition, never publicly opposed or criticized military action by the government. If we criticized we did so after the

event. This time, however, elements in the Alignment opposition attacked us from the very beginning. The unwritten law was broken and this, inevitably, created division in the country." I well know that I could produce a dozen Israelis, no less patriotic than he, who would passionately rebut this analysis of events; but there was no mistaking the genuineness of his character or his emotion.

I asked him about his attitude to the proposals which King Hussein of Jordan is currently making for negotiations between Israel, on the one hand, and a Jordanian-Palestinian delegation (to include a reformed PLO) on the other.

"Either the King is being clever or he is being stupid. He has had the PLO in his country before,

## BIOGRAPHY

1915	Born in Ruzinov, Poland. Married; a son and a daughter	1965	Left Mossad to enter business and campaign on behalf of Soviet Jewry
1935	Emigrated to Palestine	1970	Joined the Herut (Freedom) Party led by Menachem Begin
1937	Joined IZL (Irgun Zva'i Leumi — National Military Organization)	1973	Elected to the Knesset (the Israeli Parliament)
1940	Left the Irgun to join LEHY (Lohamei Herut Yisrael — Israel Freedom Fighters) a more extreme underground organization	1977	Became Speaker of the Knesset
1941	Interned by the British Mandatory Authority, and escaped	1980	Became Foreign Minister of Israel
1946	Interned again by the British Mandatory Authority, and escaped to political asylum in France	1983	Became Prime Minister of Israel
1948	Returned to Israel and retired into private life	1984	After an indecisive general election result, formed a National Coalition Government with Shimon Peres, the Leader of the Alignment Party, with the agreement that Peres would serve as Prime Minister until late 1985 when Shamir would succeed him
1955	Joined Mossad, the Israeli Intelligence Service		

and he had to fight them to get rid of them. He knows — he must know — that they are dangerous to him. He must know that Arafat will never be led by Hussein. Were anything like, say, a confederation to be established, Arafat would take the first opportunity he could find to destroy the kingdom for the sake of his own power.

First, Israel's position. "We will not negotiate with the PLO. We will never negotiate with the PLO. The King says the PLO says they are willing in principle to negotiate with, and to recognize, Israel. But they have not said so, nor has any other Arab state except Egypt. Why should we believe a second-hand word, especially if they may not have been honestly uttered in the first place? I believe that the sole objective of the PLO in trying to fool Hussein, and through him to fool the United States, is to achieve some formal recognition by the world. Achieving such a recognition would be a step, maybe an important step for them. But the goal remains the same — the destruction of Israel. We are not talking about prestige, or advantage, for our country, but about its life."

He stresses the words "we" and "life" but, to understand the flavour of conversation with him, it is necessary to appreciate that he never shouts and does not even, significantly, raise his voice. His gestures are minimal. The very size, the potential horror, of the events and issues he is discussing are all the better understood in their full portentousness by the soft manner.

"But, understand what we are willing to do. Read what was said and written at Camp David. We are prepared, at any time, for negotiations with the King and with Palestinian leaders who are not of the PLO. You will find references to

our acceptance of legitimate Palestinian aspirations. You will find that we are willing to see — willing to help to see — the election of Palestinian Arab authorities. We are willing to discuss all things with them. That is not an unreasonable position."

He claims that Israel now has no security or political problems, but nevertheless, Israel's coalition government exists in a certain state of unease. The economy of Israel was in a state of approaching chaos...

He interrupted for the only time during our talk: "the economy is the test for this government, and for the state. Nothing approaches it in importance. The economic difficulties of Israel are the reason we came together. The two main parties are in full agreement about what has to be done, and we must seek to do it together. I do not think we can fail. I do not think we can also ourselves to fail. I do not think the nation can allow us to fail. We are now facing the threat of serious attack, were we under a military threat to our stability, we would have two major problems. As it is, we have only one. And that is the one we must attend to."

He is a formidable man from a formidable country. The way in which he sees the balance of importance in events is not the way in which the British politicians to whom he spoke on this trip will have seen it. But, to recall an aphorism coined by Lord Curzon: "The first rule in foreign policy is to make sure you understand your own mind. The second is to make sure the other fellow understands it." Yitzhak Shamir understands his own mind. And there is no excuse for the other fellow not understanding it.

Patrick Cosgrave

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## How the British style package topped the American pops

The British music business is fairly buzzing with excitement. Of the top eight American records this week, six are by British artists, and so are ten out of the top twenty. Nothing like that has happened since the Beatles started the Liverpool explosion in the 1960s.

To understand how Britain could so dominate America's popular music, you have to understand the differences in the two music industries.

In America, rock music, as against soul or disco, is bought mostly by young people who are white and middle class. Mainly, they are conformist and conservative. They go from high school to university; they get jobs; they delight in the American dream.

In Britain, rock music has its roots in art school intellectualism and out-of-work dissatisfaction. The different social conditions here breed a different attitude to self-expression. In Britain, youngsters who are unemployed have nothing to lose by expressing themselves

through freaky hair-styles and outlandish clothes. It can give them a feeling of identity which goes some way to compensating them for the lack of a job.

When British acts get together and form a rock group, it is as much to demonstrate an attitude of life as to make music. Culture Club and Frankie Goes to Hollywood are good examples. Often the actual style of the music is secondary. Groups can be adamant about how they want to look but quite flexible about what they are prepared to play.

But there's another important reason why visual presentation counts so much in British pop music. For 20 years television's *Top of the Pops* has been all-powerful in influencing the singles chart in this country. Singles are the essential promotional tool with which albums are marketed; and singles in Britain have been sold more by television than by radio. *Top of the Pops* is the most powerful force in the whole British music industry so British pop fans

have come to think of the charts as something to be looked at as well as listened to.

The current British onslaught on America dates back to the introduction of MTV, a cable television station carrying day and night non-stop pop videos. It started four years ago, and British groups had an immediate advantage. Not just because they themselves were visually more interesting, but because their videos had more impact and style than the American ones. Britain had a large number of brilliant film directors who specialized in making 30-second TV commercials.

In America where television commercials run for a minute or two, directors didn't have the same understanding of how to construct images and thrust the message home. But the British directors had an exceptional understanding of how to sell something in the briefest space of time. And when these advertising directors got together with Britain's highly image-conscious pop stars, the results were dramatic. For the first two years MTV was totally dominated by the imagery of British groups and directors. For young Americans, the videos were positively exotic. They were glossy brochures for fantasy lifestyles, and for the price of a record, American kids could feel part of it. Outrageous and trendy.

But to understand why the British invasion has taken such an absolute hold, one must understand the commercial attitude of an American record company. Basically, it is in business to sell plastic at hugely inflated prices. To do this the company has to maintain a stable of artists whose names on album sleeves will guarantee sales. And, because of the enormous size of the country, a large regular team of salesmen are on the payroll, and an equally large team of promotion men solicit radio play for current singles.

The country is vast; distribution and promotion are complex and costly; competition is cut-throat: there is no possibility of a lucky success for a small company. In America, to be at the top takes real power and real investment. There's no point releasing a single and aiming for the top ten unless there's \$250,000 of promotion money to back it up.

This is in total contrast to England where a small, happy-go-lucky record company can have a hit record with a catchy tune and a cute-looking group.

Because it is such big business, and because they have so many millions of dollars at stake, American record com-

## US TOP TWENTY

- 1 EVERYTHING SHE WANTS, Wham! (Columbia/CBS)\*
- 2 EVERYBODY WANTS... Tears for Fears (Mercury)
- 3 AXEL F, Harold Faltermeyer (MCA)
- 4 DON'T YOU FORGET ABOUT ME, Simple Minds (A&M)\*
- 5 SMOOTHLY, Billy Ocean (Jive/Arista)
- 6 SUDDENLY, Sade (Portrait)
- 7 HEAVEN LIVE, Bryan Adams (A&M)
- 8 THINGS CAN ONLY GET BETTER, Howard Jones (Elektra)
- 9 IN MY HOUSE, Mary Jane Girls (Gordy)
- 10 FRESH, Kool & The Gang (De-Lite)
- 11 WALKING ON SUNSHINE, Katrina And The Waves (Capitol)
- 12 JUST A GIGOLO/I AIN'T GOT NOBODY, David Lee Roth (Warners)
- 13 CRAZY FOR YOU, Madonna (Geffen)
- 14 ANGEL, Madonna (Sire)
- 15 ONE NIGHT IN BANGKOK, Murray Head (RCA)
- 16 SOME LIKE IT HOT, The Power Station (Capitol)
- 17 SUDDIDIO, Phil Collins (Atlantic)
- 18 SMUGGLER'S BLUES, Glenn Frey (MCA)
- 19 ONE LONELY NIGHT, Rex Speedwagon (Epic)
- 20 NEVER ENDING STORY, Limahl (EMI America)\*

British groups\*

Compiled by Billboard: Week beginning June 3



Smooth operators: Sade and the Power Station

panies don't take chances. If something turns up that seems to work they cling to it for all they are worth. Michael Jackson bleached his skin, had a nose-job and grew a wispy bit of hair on his upper lip. It made him look like a young Maharajah. And it gave CBS 30 million record sales. Warners immediately put their promotion budget behind an artist called Prince. He was half-Italian and half-black, giving him the same skin-colour as Michael Jackson. He also had the same wispy

number one singles in a row. It encouraged the rest of the industry, and now British acts are the new formula. They are this year's safest bet. And every company is giving them maximum promotion. The invasion has become self-propelled. It's a British bonanza.

The American record companies are delighted. British acts need no artist development costs and no recording costs. They arrive ready-packaged; a video in one hand and an album in the other. For many British artists it means moving overnight from struggling to get by to being substantially well-off. It's a single makes the top ten in the United States, an album by the same artist should sell two million. So, with a ten per cent royalty, a successful album in America will generate about a million dollars for the artist. It also puts him in a position to make live performances at a substantial profit, something that's not possible in Britain.

If there is a price to pay for all this it's only for those groups who started out taking a serious social stance. In America social messages have to be prettily packaged for the middle-class millions. Unconventional opinions must be made to seem characteristic rather than threatening. The angry yells of an unemployed teenager have to be subdued within a musical framework slickly geared for formulaic radio. But then, who cares? With a million dollars in the bank, perhaps the yells are getting a little less angry.

Simon Napier Bell

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## From business to Buddhism in enlightened Richmond Green

Richard Causton slipped off his black leather mules, bowed his head before a simple wooden altar and broke into a seemingly incomprehensible chant, the same foreign phrase repeated over and over again, in unison with the lighter voices of a group of housewives.

For most visitors to the white-painted house overlooking Richmond Green, Surrey, this sound is a familiar and essential part of the daily worship of Nichiren Shoshu Buddhism.

Causton at 65 is director general of the 3,000 strong British branch of this particular form of Buddhism and a million miles removed spiritually, if not geographically, from the hedonistic hustle and bustle of Harrods, where for five years he served the needs of the rich and famous as assistant general manager and later merchandise controller.

Yet ironically it was a move even deeper into the realms of wealthy self-indulgence that was to change his destiny. Causton left Harrods to join Dunhills of St James, travelling the world to set up a chain of shops specializing in cigars, cigarettes and luxury goods.

Causton immediately dispels the notion that to become a NS Buddhist you have to give up meat, drastically change your lifestyle and adopt a nut-eating existence while sitting in the lotus position.

The house in Surrey, known simply as The Richmond Centre, is like the headquarters of any charitable organization. The people who pop in look nicely ordinary, there are no clanging bells. But there are two holy rooms in which members chant in front of an altar which houses a Gohonzon scroll, the object of devotion in Nichiren Shoshu Buddhism which was founded by a 13th century Japanese, the son of a poor fisherman.

"I had been searching all my life for a spirituality to fill my emptiness within," says Causton. "I was a very intolerant, critical person and with two failed marriages behind me I wasn't doing too well."

"My mother had veered towards Calvinism and I was brought up to worship with my grandparents at our south London parish church. Confirmation was important to me and for a while it fulfilled my spiritual search. But for me, like so many, the experience of serving in the last war found me questioning again the meaning of life."

"It was only when my job with Dunhills took me more and more to Japan that I

Buddhism, an offshoot of Hinduism, was founded by Gautama in North India in 563-483 BC as a way of life and faith which insisted on strict moral and spiritual discipline. As in basic Christianity and Islam, local philosophies developed as Buddhism spread widely throughout Asia. Nichiren Buddhism the founder of NS Buddhism, which now numbers over 10 million adherents in Japan, was one such philosopher who emerged in the 13th century when

Buddhism had developed into a bewildering number of sects.

Because Buddhism is practised in different forms, obtaining exact numbers of followers is difficult to ascertain, particularly in Japan where many people follow both Buddhism and Shinto. There are about 42 million Japanese Buddhists. Growth for NS Buddhism in the United Kingdom is an annual 20 to 25 per cent and European members have a training centre in the south of France.

company, travelled the country in his spare time, spoke at public meetings and gave assurance to the growing numbers of followers.

"There is no strict code about what you may or may not do," explains Causton. "You know that you must have respect for all life, but that doesn't mean animals can't be killed to satisfy your need for food. It's only when the steps in that mindless killing is wrong"

For Richard Causton the twice daily chanting has enabled him to kick a heavy drinking habit, become more tolerant and resolve a host of other problems because he believes he is happier and more positive. "I'm more content than ever before because I have found something which I had been seeking for half of my life."

Sceptics may mock, but two years ago in the recession-hit north-east, most members of the newly formed Newcastle branch of NSUK were unemployed. Now not one of the original group is without a job.

Suzanne Greaves

## CONCISE CROSSWORD (No 663)

ACROSS

8 Pacific Queen poet (6,7)

9 Piercing tool (3)

10 Drunkard (9)

11 Rough bush (5)

12 Dishier (7)

13 Cut up (7)

14 Dunes (5)

22 Current situation (6,3)

24 Intestine (3)

25 Of building (13)

DOWN

1 Hold-ups (6)

2 Wanderer (6)

3 Covered (8)

4 Outlook (6)

5 Swing round (4)

6 Break free (6)

7 Viciousness (6)

12 Employers' group (1,1,1)

14 Offends (8)

15 Brownish-grey (3)

16 Consternation (6)

17 Linen stiffener (6)

18 Brimless hats (6)

20 Fortent (6)

21 Water bearer (6)

23 Division (4)

SOLUTION TO No 662

ACROSS: 1 Tedium 4 Cerise 7 Pine 8 Ridicule 9 Permeate 13 Ark 16 Croix de Guerre 17 Mtn 19 Practice 24 Jailbird 25 So so 26 Chubby 27 Enraser

DOWN: 1 Type 2 Dangerous 3 Morse 4 Cadet 5 Rock 6 Solar 10 Mix-up 11 Arena 12 Exult 13 Atrocious 14 Keen 15 Soun 18 Reach 20 Rainy 21 Cadge 22 Club 23 Dowr

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# Luggage of a travelling man

**By Paul Theroux**  
*Hamish Hamilton, £12.50*

This sounds to me very school-of-Isherwood. The force of political life creates a disturbance, an excitement, at the edge of the retina. Mr Theroux had thought of himself as a pacifist, but the prospect of Vietnam and the draft made him decide that he was actually not so much a pacifist as a coward, and in a striking essay of the period he admits this will be his reason for not serving.

In 1966, Mr Theroux met for the first time with V. S. Naipaul, about whom he writes

"Is this your poem?" he asked an African student who had submitted a hand-written piece of verse ("A New Nation Returns") to him for comment. "Yes." Well, I've read it and I want you to promise me to give up poetry immediately. Don't be depressed. Look at me. I've never written a poem in my life! I'm sure your gifts lie in quite another direction. But you have beautiful handwriting."

This is the kind of candour one can face only on a full stomach.

One thing Mr Theroux mentions about Naipaul strikes me as typical of the travel-writer on the Conrad line – Naipaul never mentions his wife in his books, except, in *An Area of Darkness*, to refer to her as “my companion”. And yet, apparently, she has travelled great distances with him. But the fact is that for the travel-writer the reader is the companion to be allowed on the journey. The others have to be written out or down. When Greene went to Liberia he took his cousin Barbara, but he rarely mentions her in *Journey Without Maps*. She on the other hand, not being a traveller in the heroic mould, was able to write up her account of the trip giving her cousin full prominence, and to mention her name in the title of the myth, his privacy, his ordeal. The rowing trip around Cape Cod is the same journey as the rail trip around the world. But for Mr Theroux, unlike for Naipaul, there is always a homecoming.

**By Woodrow Wyatt**  
*Collins, £12.95*

The answer is that Wyatt was never a really serious world politics as the others were. All three enjoyed their pleasures: Croswald was as wild a hedonist as Wyatt ever was. But where Jenkins was serious about government and Croswald about ideas, Wyatt was never more than a cheerfully opinionated dilettante. He had never even joined the wrong party and belonged in no party. That is still his position today. Had it not been founded 16 years earlier he would have joined the SDP. Like Bernard Levin, however, he has - while still professing to loathe the Tory Party - been a Tory since 1964. He is a Tory Thatcher. Characteristically he appreciates her very much as a woman, admiring her "pretty legs and complexion." "Perhaps I am a bit in love with Mrs Thatcher, platonically of course." These are the confessions of a beautiful yet humble man who is not bragging - not merely of an optimist but of a confirmed romantic.

**THE KINDNESS OF STRANGERS**  
By Donald Spoto  
*The Badley Head, £12.95*

**The Biggest  
Science Fiction book  
ever written!**

tended southern belle Williams; to dig up some details about her mother's life as less-than-Williams as she was. Turner screenwrote in the 1940s and then again 30 years on, retreating into the alcoholic community of William Inge and Carson McCullers until all three resembled rejects from a road company of *Streetcar*.

Yet somewhere in this immaculately detailed chronology of sex and guns, everything you really need to know about Williams, except his greatness as a playwright, his career at best resembled a major derailment out of which would occasionally emerge blinding flashes of stage light. By his own estimate his life consisted of 50 per cent work, 35 per cent struggle against alcoholism and 15 per cent time spent with friends and lovers.

By that same estimate *The Kindness of Strangers* is 80 per cent careful documentation, 10 per cent insight, and 10 per cent theatrical criticism. But for the rest, you can always go back to the plays.



**GROWING UP WITH  
CRICKET**  
Some Memories of a  
Sporting Education  
By Alan Gibson  
Allen & Unwin, £8.95

Now I am fully aware that I may be hailed before a hollow square of empires and groans of nations. But I don't care. My ears are snipped off for saying so, but this is really not a very good book. There are far too many minor characters, of little interest to anyone at the time and none at all now. Gibson's whimsical style and oblique approach to the rituals of our national game are perfectly suited to a short match report on page 27. They won't do for a whole book. It is too intelligent, his interests too wide-ranging, and his understanding too deep, to have buried his

That said, there are of course some wonderful anecdotes. There is Bill Shephard being buried with his MCC tie, his Hampshire tie, and his Hampshire membership card. There are John Arlott's hymns, three of them in the BBC Hymn-Book, which are mostly concerned with praying about the

weather. There is Sir Neville Cardus's confession that as a small boy he used to pray that the great Ranjitsinhji would be bowled with the third ball of the next over, middle stump. He felt that by specifying both the middle of the over and the middle stump, he was giving the Almighty a reasonable margin of error.

But best of all is the story of how cricket originated in Ireland, and entered England

through Cornwall. Gibson gives us the complete score-card of the first known cricket match, played between the Irish giant Cuchullain and a Hundred Colts of Ulster:

Colts..... b Cuchullain 9  
Cuchullain..... not out 1

After this astonishing piece of bowling, Cuchullain introduced the game to his relative, the Giant Bolster, who once reigned over West Cornwall. Bolster used to stand with one foot on Carn Breca and the other on St. Agnes Beacon, because he was six miles high. Eat your heart out, Joel Garper.

**Faber, £6.95**

no taught him

## JOHN RUSKIN

### The Early Years

**By Tim Hilton**  
*Yale, £12.95*

For those interested in the curious relationship between the biography and the biographer, Miss Hilton provides an unmissable, classic example of the subject's empathy with the subject. It is rather a slow start, but then as the narrative progresses it takes flight. Ruskin's tastes form, his ambitions enlarge, as Ruskin's pulse accelerates so does Mr Hilton's. With a concurrent onrush in the rose style. The account of the Alpine tour of 1845, the first time that Ruskin - at the age of 6 - had travelled abroad alone

was arrived at through his own meticulous drawings of the architectural details, the mouldings, doorways, arches, pinnacles, and gargoyles (especially gargoyles), and peculiarly combined the optical with the tactile. He was thus able to transcend his physical inability to distance himself from his own responses, to stand outside them and describe them. His aesthetic sensibility was not so far removed from the mystic and theatrical. He tended to get the adrenalin flowing by simply standing still and saying "I am in Switzerland." And in doing so he suited a manic traveller, on from sight to sight. It is tempting to say why. Needless to say, Tim Hilton is very much too loyal and intelligent a writer to enter the turgid realms of speculation as Ruskin journeys on towards the deeper darker lakes, the higher snow-capped peaks. But he allows us a few frissons in quoting Ruskin's less than charming comments about Effie: "The Alps will not wrinkle - so my pleasure is always in store - but her cheeks will." *Quelle horreur!*

It was pleasant and un-

pleasant, it seems, to know John Ruskin, whose gleaming eyes with their strange light are so vividly described in this biography (as is his habitual garb of slim and elegant frockcoat with brown velvet collar, not the most suitable dress, one might have thought, for one who preached the "more worth in the labour" of the poor). So arresting about him, then and now, is his level of contrariness: the way he combined rationality and keenness, the scientific method and the wildly miscellaneous. It is irresistible to realize that someone in the mainstream of mid-Victorian England would be as odd as Ruskin was. It alters one's perceptions.

The ascent of Ruskin is notoriously daunting. Ruskin wrote so much, prolific to the point of frenzy, and most of it is desperately difficult to categorize. The slopes are littered with the bones of failed biographers; researchers so infirm of purpose they have (Tim Hilton tells us in uncharitable tones) ignored or bypassed essential material: dozens of exhausted or demented Ruskin students. Tim Hilton himself in fact is only half-way to the summit, having taken 20 years on the first volume of his projected two-volume biography, *Bartholomew: The Biography of C. E. Rieu*. But Hilton, *Bartholomew*, might suggest a speed-up. This is a stupendous biography so far.

Since "law and order" became a central election issue, the police have found themselves thrust squarely into the political limelight. All too often, the script provided for them has been no more than party-political sloganising.


In Ulster, in the "inner city", in industrial disputes, after the embassy sieges and three tragic shooting incidents, Britain's police are in danger of disappearing behind the headlines; serious research has been in short supply.

In this week's *THES*, P A J Waddington reviews some of the latest publications on the subject.

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# THE TIMES DIARY

## Falling sails

Nothing is sacrosanct at the *Mirror*. Robert Maxwell has banned nipples. He has cut the *Daily* from the title, journalists' expenses, Kingsley Amis's poetry selections and the Fosdyke Saga cartoon strip. Now, most outrageous of all, he plans to sink the *Mirror* dingy. More than 67,000 have been sold since the dingy was launched at the 1963 Earls Court Boat Show. Its stitch-and-glue design and giveaway price made it the world's best-selling dingy and brought sailing, literally, to the common man. Sales have slumped, however, from 3,000 to 300 a year, and Maxwell is axing the whole seven-man products department of which the dingy was the mainstay. Bell Woodworking of Leicester hope to continue manufacturing it but must market it themselves. With luck, says director Ivor Finn, he can sell it now to those who refused on principle to buy anything through the *Mirror*.

## They're off

How inconvenient that bloodstock auctioneers' Tattersalls should be sued for negligence in Derby week, thereby detaining in the High Court in London numerous racing bigwigs. They need not have worried. Mr Justice Hirst yesterday displayed immense compassion and gave many of the witnesses, including top trainer Henry Cecil, the day off. At 3.20, ten minutes before the race was televised, he conveniently adjourned the hearing for the day.

## Sterling work

The Department of Transport incurred only the wrath of the Scots when it erected a motorway sign for "Sterling". But I suspect even foreigners will be hitting the hard shoulder when they see this DoT special on the A23 near Gatwick Airport.



## Sisterly

Neil Kinnock, erstwhile star of the Labour conference's Red Revue, is about to get his come-uppance. From his wife, no less. Glensya, I learn, will parody her husband at a revue at Labour's national women's conference on June 15 entitled *Natural Selection: Or the Story of why Men Run the Labour Party*. She will be one of several senior Labour politicians who, asked to spell "Comrade", come out with R-I-V-E-R, C-o-m-p-e-t-i-t-o-r, and B-r-o-t-h-e-r.

## Down to earth

How did Nicholas Ridley, Transport Secretary, manage to persuade Lord King to hand British Airways' £18-million-a-year Saudi Arabian routes to British Caledonian - at a time when the BA chairman had lined up 200 Tory MPs to block any legislation which would transfer routes to BA's rivals? Simple. He told Lord King that the Cabinet had agreed by a big majority to force BA to hand it over. He told BCal's Sir Adam Thomson that the Cabinet would never legislate and he would have to settle for what Lord King would hand over voluntarily. He got away with it because he knew the two men were not on speaking terms.

● The International Conference of Parliamentary Wives for the Release of Soviet Jewry in London next week is the latest to feel the backlash of the Brussels football disaster. Delegates are coming from as far afield as the US, Canada and Israel. The two from Belgium, including the wife of the justice minister, have cried off.

## Pastures old

How better to scupper Alliance chances in the rural Brecon by-election than by suggesting it wants to rate agricultural land? Welsh minister Nicholas Edwards tried it in the Commons on Tuesday, waving around a "Liberal/SDP policy document" which said that derating of such land could no longer be justified. The Liberal spokesman for Wales, Geraint Howells, has now written to Edwards demanding he identify the document. He knows - and presumably Edwards does too - that it is a discussion paper drawn up by a polytechnic lecturer for the SDP's 1981 conference and specifically labelled: "Not to be taken as a statement of official SDP policy."

## Female squeeze

No, Gloria Hooper will not be offered membership of the Carlton Club when ennobled next week (PHS yesterday). Indeed, far from opening its doors to women in the spirit of the times, the club is actually cracking down. No longer will associate membership be offered to peeresses or women MPs and MEPs. Hence Dame Shelia Roberts, former chairman of the Conservative National Union, was refused when she recently decided to take up an offer extended to her by the chairman, Lord Boyd-Carpenter, when she first became an MEP in 1979. Dame Shelia tells me she was astonished by this "chauvinist decision". Now her only hope of joining is to become, like Mrs Thatcher, prime minister.

PHS

Cardinal Basil Hume puts the case against any experiments on human embryos and asserts the need for moral absolutism

# Why Warnock is wrong

The debate over the Warnock Report on human fertilization and embryology is in danger of taking place in too narrow a context. Others, besides Lady Warnock in her recent contribution to this newspaper, seem to represent Enoch Powell's bill now before Parliament as the attempt by a reactionary group to impose its idiosyncratic moral principles on the rest of society by the force of criminal law. The bill is accused of disregarding totally the genuine interests of some present members of society.

Each element of this representation is false, or misleading. I think there is also an underlying failure to understand the proper context of the debate, which makes the total impression worse than the sum of its individual parts, almost a caricature.

The Unborn Children (Protection) Bill is central to a debate about present-day society: how it shall take control of its own future, and how this will affect its present character. The bill picks out the most crucial issue of the Warnock Report, namely experimentation on the human embryo. The committee itself showed the most divergence here, minorities of three and four dissenting from the nine who recommended that research should be permitted on embryos up to 14 days for *in vitro* fertilization. Incidentally, the dissent was explicitly said to be on moral grounds.

The bill touches several raw nerves, hence the passion of the debate. It is true that it does not define its own philosophical presuppositions, but it does take up an implicit position with regard to the functions and place in society of law, moral principles and individual aspirations and needs. Furthermore, as the Warnock Report recommended in another sphere (surrogacy), it makes use of the criminal law in regulating the assistance given to individuals in a most intimate area in their lives.

Finally, when the title of the bill uses the word "child", it encapsulates not just an empirical description but also an assertion of a moral status, an ascription of rights.

There is a relationship between law and morality. It is not one of identity. People cannot be forced to be good (though they can be encouraged, helped and taught by law as well as by other means). Nor is it always desirable or feasible to restrain them from doing wrong by use of the law. Yet the law is not separable from morality. Legislation cannot remain totally at the level of expediency and practicality without any reference to what is right, just, or good. Without these reference points it soon loses the character of law, as well as the respect of citizens.

If society is particularly homogeneous and conditions remain unchanged, such a pragmatic settlement might, in fact, endure for some time. If, however, the interests of groups within society diverge and social conditions are in a state of flux, a pragmatic settlement can easily allow the law to become an instrument by which some groups preserve their interests at the expense of others.

Our present society is going through an accelerated process of social and technological change, the

Wendy Hollis



speed of which outstrips the powers of psychological and ethical assimilation. Far from being homogeneous, society is characterized as "pluralist". One aspect of this pluralism is the divergence of moral views. We are now faced with wider and more far-reaching technical possibilities, already within the reach of ordinary people, which create potentially divisive interests.

It is at this very point that we seem to have greater difficulty than ever in knowing the criteria for adjudicating between conflicting interests. If the law is merely trying to juggle with conflicting interests in pragmatic terms, is the outcome much more than the prevalence of stronger groups over weaker? Law which is merely enforced but cannot appeal to some fundamental moral principle is in danger of ceasing to be properly "law".

If we say that sound legislation and stable law have to meet the test of more than temporary pragmatic success, we may also be raising a question about society. If there is insufficient "common morality" to establish law, is society itself in danger of collapse through lack of a consensus on fundamental values? Does a social community need a moral community to continue to exist at all? Historically, the Judeo-Christian tradition has shaped the moral principles of our society and influenced the common law. It is now part of our claim to be called Christian. What other tradition or system is a realistic alternative for providing the nucleus of the moral community?

Then again, we must question the view of morality which sees individuals as separate atoms acting in private moral worlds. If morality

is reduced to the sphere of private decisions, how are we to be guided in making public decisions when all we are left with is a utilitarian estimation of what might be in the best interest of the greatest number?

How are the interests of the weaker or less numerous groups to be defended? How do we ensure that the legislation based on our estimation will enjoy, and deserve, the support of the community?

If the particular interests now in question were to be compared solely in utilitarian terms, then there would be little doubt which would prevail. The interests of research carried out in the hope of assisting infertile individuals, and of avoiding genetically transmitted defects, would appear to crush the interests of "collections of human cells visible only under the microscope", as they have been called, incapable of feeling pain or distress, easily reproducible for research purposes, or available for infertility treatment. But surely that is not the whole story.

It is not intolerant fanaticism but common sense which insists on the relevance of moral principles in the face of a difficulty of the imagination. In making the leap between a collection of cells, a baby, and a mature person, it is the imagination which builds. The intellect is readily able to grasp what recent scientific knowledge has illustrated, the continuum which stretches from the moment of fertilization up to birth and beyond.

There is a new principle of organization, a new subject, a human subject with interests and rights because of its humanity. A moral principle is invoked by the expressions "unborn child",

"human being with potential", or even "potential human being": that these subjects, too, are worthy of the protection owing to human beings.

The application of this moral principle does not rule out consideration of the interests of infertile people, or of those passing on genetic defects, or even of those still to be born. It does claim that not every means to those good ends is acceptable and, in particular, not the means of experimentation on other human subjects.

There is a second reason for needing, rather than shunning, absolute moral principles. It might be termed "the progressive imperative of research". The recommendation of the Warnock Report is that the interests of research outweigh the interests of the embryo up to 14 days; after that they are not estimated to do so. After exhaustive research within the legitimate period, however, some problems will have been solved only to reveal others, which will then be perceived as insoluble without further extension of the permitted period. At this stage the utilitarian estimate will again tip in favour of the interests of research. It is the very nature of such research into a continuous and vitally important human process which constitutes the imperative. In yielding to this imperative, moreover, society would continually be removing the stimulus to find more acceptable alternatives for research. The abandonment of objective moral principles and the dogmatism of permissiveness have combined in our day to undermine society. This is our crisis.

Cardinal Hume is the Archbishop of Westminster.

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## Richard Dowden sends an eyewitness report on the Amal-Palestinian fighting

# In the land of the camps every one is the enemy



A Palestinian child is treated for a shrapnel wound at an Italian hospital near Chadila

revolution. They talk simply of subduing the Palestinians. Mainly from the south, they have suffered first from the presence of heavily armed Palestinians on their land and then from Israeli reprisals. Having driven out the Israelis they do not want to allow the Palestinians to fill the vacuum.

Encouraged by Syria, which has supplied many of the new Kalashnikov weapons they carry, Shia Muslims attacked the Palestinian camps in Beirut two weeks ago.

"We do not want to return to the situation before 1962", said one of their leaders. "It was segregation and chaos. In other countries the Palestinians are not allowed to carry weapons, why should they here?"

But they have not fought alone. On each strategic corner sat an armoured personnel carrier with soldiers from the mainly Shia sixth

brigade of the Lebanese army. Overlooking the camp was a Panhard armoured car and next to it a heavy mortar surrounded by hundreds of empty shell casings. "No photographs, no photographs," yelled one of the soldiers. They do not want to be associated with this appalling devastation.

At the Amal-controlled Zahra Hospital nearby lay the wounded, among them a Palestinian fighter and two Lebanese who were on the wrong side. Wahgi Helou, aged 24, said he was a Sunni Lebanese who had lived in Sabra all his life. One leg was in plaster, the other spotted with shrapnel wounds and he had a

bullet wound in his shoulder. He was in great pain but he pulled down the sheet to reveal an old scar across his chest. "I got this fighting the Israelis in 1982", he said. "I fight the Israelis, I fight Christians, but I will not fight Amal".

At this point a violent argument broke out between his captors. One said he was lying and had been captured with a machine gun, the interview should be stopped. The others tried to let the interview go on but fear grew in the young man's face and he said he did not want to say any more.

The Palestinian talked more easily but he said the right things. Khalid Ahmed Katonani said he was a fighter who had fled after 10 days of battle. "The Amal shouted at us to come out but the Palestinian boss said if anyone left he would shoot them. After 10 days I realized that a lot of people were getting killed so I tried to cross over. I was shot by Amal in the leg but they came and dragged me off." He said they had questioned him but he showed no signs of being ill-treated.

Apart from the few fraught moments in which the Red Cross have been able to rescue a few wounded from Bouja el-Barajneh camp there has been no definite ceasefire yet. The Amal fighters have allowed no one near the camp at Chadila and there are reports that a disease, possibly cholera, is spreading in the camp, killing 20 people so far.

Most observers here suggest that the Syrians are happy to see the destruction of Palestinian power in Lebanon by Shia Muslims so that they will be spared the job when they move further into the country. The Syrians do not want the Palestinians stirring up the Israelis again on Israel's northern border. Some of the more cynical - and here cynicism knows no bounds - speculate that the current ceasefire on the green line separating Christian and Muslim Beirut has been arranged especially to free the Amal forces to get on with the job.

What friends have the Palestinians now? In Lebanon the Druze take the Palestinian wounded into their hospitals and allow Palestinian spokesmen the facilities of their office in West Beirut, but they are unlikely to go to their defence or try to draw fire.

Asked if he felt betrayed by the Syrians, one of the Palestinian leaders said: "We have learnt that the only defence of Palestinians is Palestinians carrying weapons. We will not give them up to any power on earth, not even the Syrians. We do not feel betrayed; for us that is normal, that is what we expect."

## Correction

Austria's defence expenditure is 3.8 per cent of the annual budget, not 1 per cent, as stated in an article on this page on May 7.

Ronald Butt

# An everyday tale of vandalism

On a number of London underground stations just now there is a poster advertising a "Capital Radio Music Festival". It catches the eye with a drawing of a youth who, with a pot of paint and a large brush, is applying his talent for graffiti to a wall on which he announces the details. On the ground is some of the symbolic debris of our time, notably a squashed beer can, presumably (like the graffiti) to make the prospective festival customer feel at home.

Nobody, it seems, is supposed to find this odd. We are to take it for granted that the young deface the environment. Defaced walls are not, I suppose, what the controllers of Capital Radio (chairman Sir Richard Attenborough, KBE) positively enjoy but I dare say there is not much of it in the places they go home to. As for the inner cities, what the eye doesn't see the heart doesn't grieve over, especially when there is money in it.

This poster of everyday life in 1985 is also implicitly a casual symbol of smiling tolerance on the part of people in responsible positions of what is a sign of widespread contempt for legality. The festival, no doubt, is a worthy event; it includes a Gospel occasion and a charity concert at the Albert Hall. But its promoters advertise it by a poster capitalising on a law-breaking and ugly custom.

In one way, of course, it is a pretty trivial transgression. Yet it is precisely because it is obviously thought to be so unremarkable that it is significant. In effect, it symbolises the seamless robe of our decayed culture, our loss of outrage, and a shoulder-shrugging acceptance of squalor, self-regard and indifference to the well-being of others.

Last week some of the worst consequences of that culture erupted in Brussels, and of that we did take notice. Yet it was no more than the culmination of much that has gone before, an extreme manifestation of a phenomenon of many shades of gravity. Last week also a young girl who was with her boy friend in St James's Park by the lake was raped by three men and he was stabbed. At Tadworth a 17-year-old girl was raped when taking a short cut home to lunch. At Chichester a young woman was raped when walking in a park. These things, because they happen singly, now rate no more than a paragraph or two.

For younger people it must be almost impossible to imagine what it was like to live in a society in which such heartless and casual brutality was almost unknown. Yet in the 1930s children grew up without knowing what rape was, and when awareness came with adulthood it seemed to relate to an unreality - to something associated with past wars not something to be feared here now. Nor was there a family in even the "roughest" district who had any reason to fear if their boys went to a football match. All this remained largely unchanged until the 1950s were over.

The very fact that such things were unimaginable goes far to explain why they did not happen. Now the suggestive imagery of casual violence and sex on demand is all about us. Those who, regarding themselves as progressive, instinctively attribute most manifestations of evil to

economic deprivation offer an answer: unemployment and public squalor caused by lack of government money.

If that were so, why was a much poorer and more socially deprived population in the 1930s so much more law-abiding? Why did that remain true until the 1950s? Why should unemployment create the anger which leads to the death or injury of other working-class people on the football terraces, or cause the barbaric rage which treats defenceless women as though they were things without feelings? Why should it lead to an aggression that so often makes ordinary people in public places afraid?

The answer is that so much of all this is presented in "entertainment" as though it reflected the natural order of things that, in the end, the real copies the imaginary. The police have always known that a great deal of crime is imitative. Since we all admit that we can be influenced for good it must follow that some at least can be influenced to evil.

The violence (including the sexual violence) now so prevalent in real life cannot be separated from the reiteration of violence on videos, television and in the cinema. Why should a vicious man think he deprives a girl of anything of value by sexual assault when pornography on practically every street bookstall and in many purportedly decent newspapers reduces sex to a matter of no emotional consequence? When even major acts of the TV heroes are often ruthlessly violent, why should the inadequacies who respond to violence in entertainment hold back, now that society has pulled away from them all the old sustaining props of firmly held decent standards which once helped them to be better than their worst selves?

In the courts case after case has shown that police, counsel and judges have accepted that a taste for sexual violence has been nurtured by addiction to pornography, not least in the steadily rising number of cases of child abuse. The worst of the huge rise in rape cases has been since the legal restraints on pornography were dismantled in 1959. The worst increase of other sorts of violence correlates no less with its increase in the cinema and on television.

At the same time, the teaching of commonly held moral values and behaviour has largely been dismantled in schools; instead the young are offered a moral morass. Authority goes unheeded because it has lost its self-confidence and its belief in its right to teach objective standards of conduct. The best of young people now reject this approach more firmly than many of their elders. The rest are set the worst of examples.

Unless we can understand that Brussels - the apex of a wider cultural phenomenon - we shall find no amendment. In this the government, parliament, and the authorities and distributors who control the mass media have a larger duty than they will yet admit. It is a sign of the times that the police are now housing millions of pounds worth of confiscated pornography which they may not destroy because those who traded in it threaten to take their cases to the Court of Human Rights.

## moreover... Miles Kington

# It is good, the not being mugged

The astounding thing about Bombay, wrote Aldous Huxley, is the vast number of birds living there. What strikes you first about Venice, said Alphonse Allais in the 1890s, is the total absence of the smell of horse dung. And similarly and unexpectedly, the thing that always hits me most in the south of Spain is the number of streets there named after Dr Fleming. Even in Ronda, the town connected with bullfighting and Ernest Hemingway, I did not see an Avenida Ernesto Hemingway, but there is a Calle Dr Fleming, which I think is a bit over the top.

This year Ronda is celebrating the 200th anniversary of corridas in the old bull ring, and with immaculate timing we arrived two days after the bicentennial corrida, though I gather it was not that good. But there were lots of elderly American gents in the streets, white-haired and purposeful, pushing everyone out of the way, and I can only imagine that they had arrived for an Ernest Hemingway look-alike contest. You could see them in knots at cafe tables, talking like old Ernest.

"This a man must do. The sending of the postcards to the folks in Cleveland, this is a man's work. Also, the buying of the wine and the purchasing of the bullfight poster, this also is what a man must do, hombre. When the sun is high and the exchange rate shimmers in the heat, a man must have many pesos to do a man's work. Claro."

But this time in Spain, to leave Hemingway and Fleming behind, what shook me most was the fact that during three days in Seville I was not mugged once. All the guide books tell you that while the cathedral is great and the Alcazar wonderful, what you must really look out for are the thieves, pickpockets and running burglars. Peregrine Worsthorne wrote a piece in the *Spectator* last year in which he revealed that his mother had been attacked while still in the car coming in from the airport. I arrived in Seville so over-insured that if my camera had been stolen, it would have broken Lloyd's for ever and a day.

The signs of skull-duggery were everywhere. When we arrived at our hotel there was a parking space outside, somewhat unexpectedly,

"Somebody has just stolen the precious car," shrugged the hotel receptionist. "Meanwhile, go and put your car in a garage before you do anything else." The car next to ours had a sign in the front window: "Nothing of value in this car, please do not force open, not worth it. Thank you." Later, we saw a car with suitcases in the back. It had a sign reading: "These cases contain only shoe samples, of no value, for one foot only. Thank you."

The houses of Seville are famous for their ornamental iron grilles. What is not so well known is that some cars are beginning to sprout these burglar-proof devices as well. And yet, as I say, in three days I was not assaulted once, only approached by honest citizens laying hands on our bags and begging us to go straight back to the hotel and put them in the safe. In vain did I explain that our hotel had no safe. It had been taken recently.

Only slowly did it dawn on me that our community was connected with the famous pilgrimage taking place that weekend at nearby El Rocío, where horsemen from all over Spain gather to rededicate their favourite Virgin, watched by millions of devout Spaniards. It is the biggest pilgrimage in modern Europe, says the guide book. How could a decent pickpocket or thief stay away? They were obviously all out of town, leaving us unmolested, unharmed and deeply disappointed.

We tried to make up for it by seeing some wonderful flamenco, eating some wonderful fish and stumbling on a wonderful late night dive called El Rinconillo, but perhaps the highlight of the trip was seeing a tightrope group operating on a high wire strung way above the Plaza San Francisco. Their final tour de force was having one man ride a motor bike across it, with two more dangling beneath.

"That's incredibly dangerous," I said, watching the man accelerate a hundred feet above us.

"Nonsense," said Caroline. "It's the only place in Seville where a motorist knows he's safe from being mugged."

Next day the pilgrimage ended. We left Seville at first light.

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## STANSTED ON STANDBY

Stansted, writ large is a planners' airport. More precisely it is an airport-planners' airport, since the arguments of regional land use planning come down decisively against the creation of a major international airport in north-west Essex.

If market forces ruled airport development policy, the expected increase in air traffic demand in London and the south-east region would be accommodated at Heathrow and Gatwick. They are two successful airports, which airlines, operators, and passengers want to use, and neither is near the ultimate limit of its capacity. Stansted, on the other hand, stands neglected. It has a present capacity of two million passenger movements a year. It achieves a quarter of that number, though cross-subsidised in the level of its charges. The voice of the market is audible in that comparison. Mr Ridley, if he has heard it, has not heeded it.

Government policy has for long imposed administrative constraints on the enlargement of capacity at Heathrow and Gatwick, beyond the restrictions on night flying, which should certainly be preserved. It prematurely abandoned the intended second runway at Gatwick, and subsequent events have made it almost, though not quite, impossible to retrieve that beneficial proposal. At Heathrow the constraints have been a commitment to put a ceiling on the permitted number of aircraft movements in and out (now to be removed), and reluctance to bring inside the perimeter of the airport the open land to the west of it on which the Perry Oak sludge now sits.

Mr Graham Eyre, who conducted the latest and longest inquiry into a "third London Airport" acquired in the stop at Gatwick, though he urged full utilization of its one runway, which could nearly double the throughput of passengers to 25 million a year. But not the stop at Heathrow. He wanted the available land taken in, a fifth terminal built to increase the total capacity by 15 million passenger movements, and advantage to be taken of the extra space to promote the airport from second-class status (his

description) to the finest as well as the busiest international airport in the world.

Mr Ridley, taking a shorter view, is not prepared to commit himself about a fifth terminal. Latest official forecasts suggest that air passenger demand in the south-east will double over the 15 years to the end of the century. That must be treated with reserve. Traffic forecasts have been invariably overblown throughout the long hunt for a third London airport. Techniques of traffic forecasting are said to have been refined. No doubt, but the art will not inspire confidence until it has a run of being right.

Nor is it clear that enough weight has been given to the "enforced" component of demand in the south-east. A quarter of the passengers arriving at or leaving London airports have UK destinations or starting points outside the south-east region. Not all of them would necessarily find it more convenient to fly to or from a provincial airport if there were a service there; nor could there ever be services at those airports to match all the air journeys to be made in or out of their catchment areas. Feeder services will always be an important part of their function. Nevertheless, there is a component in "south-east demand" which will be taken out of it by the expansion of services at provincial airports, already well under way.

Even so allowance must be made for some capacity gap in the London region, which has been made very much more likely by Mr Ridley's decision not to use Heathrow to the full. Enter Stansted. Enter also the supplications from the north. Mr Alfred Morris, MP, who speaks for that interest, said in the debate in January, when 70 Conservative members disapproved the Government in the voting lobby, "Even to suggest a £1 billion-plus investment at Stansted mocks the ever-lengthening queue of the north."

If the development of Stansted were clearly indicated by the market signals of the aviation industry, Mr Morris's criticism might be given the stern reply that the optimum growth and maximum efficiency of civil aviation is of superior interest to

the whole nation including the northern provinces. But recourse to Stansted is not that kind of decision.

It is an administered decision and therefore vulnerable to counter-arguments from the same stable - such as that infrastructure investment in a new airport for London pre-empt resources needed for the more modest ambitions of airports elsewhere.

Stansted, being there, has a place in a system of London airports, but a less conspicuous place than either Mr Eyre's or Mr Ridley's. Its role should be to provide capacity to satisfy demand for flights in and out of the London region that cannot be met by expanding and using Heathrow and Gatwick to the full, and cannot be relieved by a policy of stimulating and meeting demand at provincial airports.

That implies a readiness to gear up Stansted, not with some preordained capacity in mind, but 25, 15 or 8 million passenger movements, but according to actual demand for its services as it arises. By risking further congestion at Heathrow Mr Ridley may thrust Stansted into a major role for which it is not suited. He may not be looking beyond 1995, but his decisions project their effects far beyond that date, though the Commons at least will still theoretically be able to save Stansted from the worst.

These major decisions relating to London detract from the general thrust of his policy for airports, which is to produce a freer regime, better use of resources, more liberal approval of services and innovation, more competition for the benefit of consumers, and more commercial management.

The last objective will be served by the transformation of British Airports Authority into a holding company for seven separate airport companies, the whole to be offered for sale to the public. This is a less radical option than selling the airports separately and inviting them to compete. But it is in line with the Government's general approach to privatisation, which is to look at the proceeds of the sale first and the ensuing competition second.

## CABINET RESHUFFLE

Everybody in the political world knows that the Prime Minister is planning a cabinet reshuffle. Nobody knows when. In the nature of things the details are always unpredictable until they are officially announced from Downing Street, having been approved by the Queen. Sometimes it is thought that a traditional pattern is observed, say September before the start of the legislative year and the party conferences, or in the new year. In fact each prime minister operates differently from the last.

Mrs Thatcher's style of cabinet government has been very stable. She is correctly of the view that ministers should serve useful periods in office if they are to make any impact on large departments which tend otherwise to operate on Civil Service "auto pilot". Unless ministers collectively have a sense of strategic clarity and purpose in the way they present policies, they will not influence their departments much. They will be in office, but not in power.

The country needs to know that its Government is in power and not just in office. For that understanding to be clear in a wider world than Westminster the shape of the Government and its half dozen or so most important incumbents need to be finely defined so that the

Government's central purpose and emphasis comes through with regularity, consistency and a sense of common endeavour throughout the Government and the party which sustains it.

On a Thursday two years ago today Britain re-elected this Government with a clear parliamentary majority to get on with its business. Much that has been done since then was mopping up unfinished matter from the first administration. There has also been the major distraction of the coal strike to contend with. Nevertheless there is now a sense of hiatus in the political world, before the second half of this Parliament.

It is therefore an appropriate moment for the Prime Minister to change her team in recognition of the fact that this Government has now embarked firmly on a second half programme of challenging reform. The ingredients are clear in welfare and in deregulating those rigidities of the economy which account mostly for unemployment, but it is the intractability of unemployment which has captured the current political imagination, and the Government is right to respond to it by emphasizing the direction in which government can contribute most effectively. Mrs Thatcher's previous cabi-

net changes have been well trailed and thus less of a surprise when they actually occur. The timing of this one seems to be between late July and September.

The Prime Minister is not keen to pitch a collection of new ministers into a running parliamentary session in which they would have to answer questions on the basis of very rudimentary briefing. With only a few weeks to go before Parliament rises that must be correct. But the other urgent technical factor before the Government is the persistent unavoidable and painful need to check the growth of government spending. That exercise starts in earnest after a key cabinet meeting at the end of the session. If there is to be a change at the Treasury, the new Chief Secretary should be appointed then, otherwise subsequent discussions lose real meaning. New ministers should be thus put in to get on top of their ministries in July at the immediate end of the session, rather than in September. The summer holidays would then be free of speculation because the shape and authority of the Government was clear to everybody. The lame ducks would have departed and it will be time for tomorrow's women and men to give a lead.

## ANNIVERSARY IN AMRITSAR

It is a year since the Indian Army stormed the Golden Temple in Amritsar. A decision, which was taken to end the country's Punjab problem, instead twisted what was once a regional issue into a nation wide Sikh crisis. Now, it is the most serious internal problem to confront any Indian government since Independence in 1947, and on this anniversary it is further from resolution than ever before.

Historians will of course dispute whether or not the army was justified in entering the temple. Some will point out that in doing so it was blatantly invading the sanctity of the Sikhs' most sacred shrine and thus violating their religious sentiments. Others will maintain that the terrorists who had taken shelter in the temple had themselves defiled its precincts by converting a place of worship into a fortress. What, however, is beyond dispute is that as an answer to the problem military action most signally failed.

The storming of the Temple led to the deep and bitter alienation of the Sikh com-

munity. Five months later, Mrs Gandhi's revenge assassination inflamed the rest of Indian society. The November massacres which followed, killing 2,700 Sikhs, confirmed the rift that now cuts across India's social fabric.

This week's anniversary is therefore a sorrowful reminder to Rajiv Gandhi's government that only a political solution can work in the Punjab. At the same time it is also an ironic indication of just how difficult that process will be.

To his credit, Mr Gandhi in April did in fact attempt to bring India's Sikhs back into the national fold by making significant, although overdue concessions. He released their arrested leaders and granted a commission of inquiry into the November killings. But it did not work. Sikh extremists, aware that Mr Gandhi was cutting the ground from under their feet, unleashed in May the worst terrorist violence to date with the aim of drowning this political initiative in a sea of communal violence. Although they

failed, they nevertheless prevented Sikh moderates responding to the concessions and the peace process ground to a halt.

So now Rajiv Gandhi has to begin again. This time the only hope of a solution lies in his ability to reach over the heads of Sikh secessionists and extremists to the silent but moderate majority who may be prepared to deal with him. This means pursuing his stalled policy of political concessions in the teeth of terrorist violence and not allowing the tighter security measures intended to contain the latter to wipe out the former also.

Yet so far in response to the May terrorism and this week's fresh threats of violence, Mr Gandhi has only implemented one half of this strategy. The army is out on patrol in Punjab. If it is lucky it may keep terrorism at bay. But what Rajiv Gandhi has seemingly slowed down is his drive to win back Sikh moderates. It should be the twin arm of his approach and pursued with accelerated speed.

## Seeking recourse to Strasbourg law

From the Chairman of the Executive Committee of Justice

Sir, At the end of a 1,200-word leading article on June 1 you call in one sentence for a further examination and greater understanding of the implications of incorporating the European Convention of Human Rights into the national law of the UK. In the rest of the article, you rehearse the arguments against.

A century ago, your letters columns might have offered space for a rehearsal of the arguments in favour of equal length today, they do not. Let me therefore try to summarise just one:

1. In most of the cases which the UK has finally lost at Strasbourg, the applicant had to go there simply because he had no legal remedy here. In the Malone case about telephone tapping, for instance, Mr Justice Megarry said that the matter "cried out for legislation", but there was none, so he had to refuse relief. Six years later, Mr Malone finally succeeded in Strasbourg - and now the Government has at last brought in legislation. Had the Convention been part of our national law (as it is in the case of five European countries) our own judges could have applied it when the case first came before him, and much time and money could have been saved all round.

2. Even in those Strasbourg cases where there was a remedy here - as in *The Sunday Times* case about the final outcome of which one would have expected you to welcome - the English courts might well have granted it had they been allowed to apply the Convention, so that your sister newspaper might have won at home instead of having to go abroad.

3. In any case, we have been bound by the Convention for more than 30 years, and no one would now dream of denouncing it, as the Greek Colonels did in 1964, with conse-

quences that they later had good cause to regret. Whenever we infringe it, anyone who suffers can get his remedy in Strasbourg years later, whereupon we have to put things right anyway.

Would it not be far better for our own judges to be able to give that remedy much sooner, without having to leave it to foreign judges, in what you call "an act of national loyalty from Ireland to Turkey", to hold up our dirty linen in the full glare of international publicity?

Incorporating the Convention - in the drafting of which English lawyers played a major part - does not mean diminishing the sovereignty of Parliament, having a written constitution, bringing the judges into politics, or asking them to construe language for which they have no precedent. Those are the familiar fears but on closer examination (for which there is not space here) there proves to be no foundation for them.

This simple proposal now has the support of serving and former Lord Chancellors, Attorneys-General and Home Secretaries from all political parties, as well as judges of the stature of Lords Denning and Scarman. Here at Justice, an all-party society of lawyers concerned to uphold the rule of law, the liberties of the subject and the highest standards of the administration of justice in the UK, our council has also decided to support such a measure.

So let us by all means examine its implications, and get to understand them properly. May we therefore look forward to another 1,200-word leader from you which will do justice to the arguments in favour?

Yours etc,  
PAUL SIEGHART, Chairman,  
Executive Committee,  
Justice,  
5a Chancery Lane, WC2E 6JA

## Powell Bill implications

From the Archbishop of York (June 3)

Sir, The Archbishop of York (June 3) is in a muddle. The life of a human being is indeed, as he says, "a continuum", but that does not mean it has no beginning.

Human life begins at fertilisation. When the sperm penetrates the egg a new human being starts his or her unique life. Thereafter there exists someone who did not exist previously and his or her life is a continuum thereafter with subsequent events like implantation, "quickening" and birth taking place only because that life has developed sufficiently for them to do so.

The Archbishop expresses distaste for "moral absolutism". But I hope that he is absolutely opposed to any form of discrimination or exploitation which reduces human beings to the status of disposable things and absolutely rejects the idea that bigger means morally better, i.e. morally more valuable. If so, he must absolutely reject human embryo abuse, he must abandon his membership of the Medical Research Council's committee which promotes it and he must speak for the Powell Bill in the House of Lords.

Yours truly,  
J. J. SCARISBRICK,  
National Chairman,  
Life (See the Unborn Child),  
118-120 Warwick Street,  
Leamington Spa, Warwickshire.  
June 3.

## Behind football violence

From Mr F. Liesching

Sir, Football hooliganism is not a football problem, but one of delinquent human behaviour. In my experience as a former prison governor, two ingredients are essential in handling delinquent people. You must really care about them, and when they seriously misbehave they must be treated with "absolute firmness".

Hence the Government has an immediate responsibility, first properly to care in society for the young men who misbehave; and secondly, to provide an effective deterrent.

Regarding the latter, let common sense prevail. People only misbehave for as long as it is worth it. If assaulting persons, throwing missiles and running onto the pitch in a football stadium could be made a special category of offence for which the penalty was a severe police custody, hooliganism would fade away in a few weeks.

No doubt we would have to leave the European Convention whilst we put our house in order, but how much better a few sore buttocks than 38 dead people.

People will say, "Does he really want to go back to that?" The reply is, "No, not particularly, provided

someone can suggest an equally effective deterrent".

At the moment I cannot. I simply seek "absolute firmness". Interestingly, when this takes the form of corporal punishment almost everyone prefers to behave, and so it is very seldom necessary that we, the English people, show our grief and good will by the symbolic gesture of publicly raising money for the wounded and bereaved?

The Government has made a prompt but meagre contribution, and to their credit, the *Sun* and *Mirror* newspapers have started raising funds, but could not a public figure step forward, with alacrity, to help publicise and to head a national appeal?

Yours faithfully,  
NICHOLAS VESTER,  
141 Old Church Street, SW3.  
June 3.

## Law on broadcasting

From Mr P. A. C. Baldwin

Sir, John Cadell, general manager of the unauthorised broadcasting station Laser, may inadvertently mislead when he says (feature, May 25) that he is not breaking any laws. This is only because, unlike the United Kingdom, the governments of the United States (whose nationals man the ship) and Panama (the country of registration) have not incorporated the terms of the International Telecommunications Union regulation 2665 into their statutes.

Both these countries are signatories to the ITU Convention, founded as long ago as 1865, and updated as recently as 1982, to coordinate, inter alia, the use of the frequency spectrum so that nations can broadcast under controlled and orderly conditions. If this were not so broadcasting anarchy could reign. In my opinion Laser is pushing things in that direction.

Regulation 2665 states that the establishment and use of broadcast stations on ships outside national territories is prohibited.

Independent radio has a proud record to date. In competition with four BBC national channels, and in many instances BBC local services, the independent service, which Mr Cadell criticises, attracts a "reach" of 42 per cent of the potential audience. This is no mean achievement.

Independent radio is without doubt a powerful advertising medium, but in Britain it is a young industry in which, under parliamentary legislation, local people have been encouraged to invest. They deserve a chance to benefit from their enterprise without unfair competition from unauthorised operators who pay no royalties and have no need to make restrictions.

I am sure, Sir, that your journalists would expect to be paid for the use of their work... and that is what happens in an orderly society.

Yours faithfully,  
P. A. C. BALDWIN,  
Deputy Director of Radio,  
Independent Broadcasting  
Authority,  
70 Brompton Road, SW3.  
May 29.

## Hiding their lights under a bushel

From Professor Sir Rudolf Peierls, FRS

Sir, In their Green Paper about higher education the Government set the aim of concentrating research on centres of excellence. Nobody would question that research should be good research, and that second-rate work could be dispensed with. The trouble is only that it is impossible to predict what centre or what person will, in the long run, turn out to be excellent.

There are many examples to show this, and I shall quote some from my own subject, physics. As regards institutions, Oxford physics was, at the beginning of the century, a miserable backwater, showing no signs of promise. Yet it developed between the wars into a place of undoubted excellence, largely under the influence of Lindemann (later Lord Cherwell). British physics would be poorer today if an economy drive had closed the Clarendon Laboratory, say in 1919, and concentrated physics research in the then only place of excellence, the Cavendish Laboratory in Cambridge.

It is equally hard to foresee the achievements of individuals. Cecil Powell was regarded as a charming and competent young physicist who would never set the Thames on fire. He worked away quietly, perfecting the photographic emulsion technique for detecting particles, in which nobody else was interested. Yet his work led to a momentous discovery, for which he was rightly awarded the Nobel Prize.

Another Nobel Laureate, Willis Lamb, was not recognised initially and, I believe, holds the record of having remained in the instructor grade at Columbia University longer than anyone else. Today he is highly respected.

The difficulty of judging people's potential was expressed by the German writer Christian Morgenstern in the question, "How can you tell the lazy person from the one pregnant with ideas?"

Because of these uncertainties the only way to have, in the long run, good research is to support more people and more institutions than would be necessary if there was a sure way of predicting the winners. By all means study the merits of your horses, and back the ones that seem promising, but keep your stable broad.

Yours faithfully,  
RUDOLF PEIERLS,  
28 Northmoor Road,  
Oxford.  
May 23.

## Rules that cost jobs

From Mr Kenneth Edwards

Sir, As Lord Young's article in your issue of May 17 shows, deregulation can mean different things: from the removal of controls to the simplification of law and administration.

In supporting the Government's initiative over recent months the CBI has become convinced that cutting the cost of regulation for business and the individual requires both tenacity and a systematic approach. If we are all looking for a quick fix, in the UK or the EEC, disappointment is in store.

Opponents of deregulation will say it is an attempt to do away with vital protections for consumers, employees, creditors and investors. Not so: no one would seriously argue against the purposes of the Consumer Credit Act, but do the 17 million customers of the catalogue mail-order trade really need to sign a legal paper for every one of the 100 million purchase transactions they make in a year?

Policyholders must be protected against the insolvency of insurance companies, but one well established concern had to put in a return to Government running to 503 pages, which cost £250,000 to prepare and audit. Surely there must be a simpler and cheaper way.

We should be thinking of small groups of high fliers in Whitehall and Brussels who question the purposes and methods of legislation before it comes to Parliament or the Council of Ministers. The Office of Management and Budget in the USA and the Dutch, nearer to home, have forged useful techniques which might be adapted here.

Existing legislation also needs to be examined to uncover what is redundant or needlessly complex. Committees of inquiry and the excellent but slender resources of the Law Commissions really do not measure up to the scale of the task. Perhaps there is a case for an all-party parliamentary committee to institute examination of statutes, taking evidence and reporting back in similar fashion to current select committees.

There is no doubt that burdens on business do cost jobs. Tackling the problem will require stamina and putting off the cost of mind which accepts "the devil we know".

Yours faithfully,  
KENNETH EDWARDS,  
Deputy Director-General,  
Confederation of British Industry,  
Centre Point,  
103 New Oxford Street, WC1.  
May 29.

## Historical error

From Graf Leopold von Bismarck

Sir, Your "correspondent", Diana Geddes ("Friendship touched by doubt", May 24), made a mistake when she wrote: "The two countries (Germany and France) have been at war with one another three times in just over a century. Three times France has been occupied, three times Germany defeated."

In the Franco-Prussian War (1870-71), the combined German forces defeated France and not vice-versa.

Yours faithfully,  
LEOPOLD BISMARCK,  
62 Cadogan Square, SW1.  
May 24.

## THE TIMES ON THIS DAY

JUNE 6 1967

For a number of years prior to 1948 tension prevailed in Palestine between Arabs and Zionists. The establishment of the State of Israel in that year was a signal for open conflict to break out. In November, 1956, Syria signed a defence agreement with Egypt and in May, 1967, Jordan followed suit. In that same month Egypt banned the Gulf of Aqaba to Israeli shipping. Israel saw itself as threatened and on June 5 struck at Egypt, in a six day war, which was totally crushed and humiliated. Charles Douglas-Home, Editor of The Times since 1982 was the paper's Defence Correspondent 1965-70.

## FIGHTING ON THREE FRONTIERS

From CHARLES DOUGLAS-HOME, Tel Aviv, June 5

By this afternoon there was fighting of some kind reported on three of Israel's frontiers. The first engagements began in the south at 8 a.m., when Israeli forces engaged Egyptian aircraft and armour which was seen to be advancing towards Israel.

Shelling of villages on Israel's side of the Gaza Strip followed. There were two air raid warnings in Tel Aviv, but a spokesman claimed that the Egyptian air attack had been repelled.

At midday Jordan artillery shelled villages near Jerusalem, and a Hunter jet missed another Israeli settlement near the border.

At 12.23 Syrian aircraft attacked Mejdido and the Haifa region. By 3 p.m. air raid sirens had sounded five times in Tel Aviv without any sign of hostile aircraft over the city. The air battle in the south, according to some officers, was still continuing after five hours, although Israeli Arab-speaking radio claimed that 120 Egyptian aircraft had been shot on the ground...

## Appeal unheeded

Mr Eshkol, the Prime Minister, broadcast to the nation, saying that Egyptian forces had not been ordered to Israel. "We shall repulse the enemy and defeat his army," he said. "Our only desire is to remove from our borders any threat of sabotage and every danger of aggression to safeguard our security and the fullness of our rights. We shall not attack any state as long as it does not wage war against us."

This was taken to be a message to Jordan and Syria, but the attack which came some hours afterwards suggested that they had paid no heed. Mr Eshkol also gave a warning that the Israeli defence forces had been instructed to refrain from hitting at civilian populations provided the enemy did not retaliate.

In cataloguing the details of Egypt's "accumulative aggression" he revealed that a large tank force had mustered opposite Eilat, presumably with the intention of crossing the Gulf of Aqaba into the Red Sea. But he would not say whether in fact any Egyptian forces or aircraft had crossed into Israeli territory, merely affirming that Egyptian shells had landed in Israel.

The sequence of this morning's events in the Negev was that Israel reacted immediately to signs of an Egyptian land and air advance towards the frontier and that the Egyptian shelling of Israeli villages was followed by a warning from Mr Eshkol to the Security Council tomorrow. He saw the ambassadors of the four big powers today and remarked that the Jordan fighting actually started up while he was seeing the French ambassador.

Israel's aim, he said, was "to frustrate the attempt of the Arab armies to capture Israel land and to break the siege which they had established against us". This in by no means clear but the most likely military aims by Israel appear to be to deal a convincing blow at the Egyptian army in Sinai not only to dissuade the other Arab armies from taking part in the war but also conclusive enough to persuade President Nasser to climb down in the Gulf of Aqaba.

## Lack of time

Given the size of the Egyptian Army, its misadventure, the depth of its defeat and Israel's need to keep many of her forces on guard on the other frontiers, it remains very hard to see how such a conclusive victory could be gained in the short time which is all that Israel will get.

## No resting place

From Mr R. B. Stuart

Sir, The feat of the Duke of Edinburgh in driving a coach and four across the notorious sands of Morecambe Bay (report, May 31) brings to mind the advice which Lord Eidon received on this subject, as recounted in his Anecdote Book (written in 1825-27, when he was still in the Commons), but not published until 1960). His anecdote reads as follows:

In going from Ulverstone to Lancaster, you may go by the Sea Shore, or by a Road inland. The former is much the shorter Ride, but very dangerous. If the tide comes in, I asked the Landlord of the Inn at Ulverstone whether any Persons were ever lost in going by the Sea Shore to Lancaster, as our Party wished to save Time, and go by the nearest way there. No, No, he answered, I think that nobody has ever been lost... they have been all found again at Low Water.

It is to be supposed that Lord Eidon took his landlord's advice. Otherwise this anecdote might not have been written.

Yours faithfully,  
R. B. STUART,  
12 South Square,  
Grays Inn, WCI.  
June 4.

## More or less correct

From Dr Geoffrey Smerdon

Sir, Mrs Grey's (June 1) and Dr Llewellyn-Smith's (May 17) approximations clearly need the pocket calculator recently offered for sale in Colchester as "slightly imperfect".

Yours faithfully,  
GEOFFREY SMERDON,  
The White Cottage,  
190 Wivenhoe Road,  
Alresford,  
Cotchester,  
Essex.  
June 1.











## WALL STREET

## Dow makes strong gain

New York (AP-Dow Jones) - Wall Street shares were holding on to their strong early gains in heavy trading yesterday.

The Dow Jones Industrial average was up 8.18 points at 1,323.48.

Gaining issues were ahead of declines by almost two to one.

Mr Philip Bernstein Jr of Freehling Company in Chicago said that technical people were pleased with both the Dow Industrials and transportation issues at new highs. He expected share prices to remain firm for the short-term.

Mr Bernstein believed that President Reagan's tax package would benefit the stock market. He said that if some interest rate reductions were disallowed there would be less money borrowed and this coupled with more money in the banks because of lower income tax rates would result in a further decline in interest rates.

With information rates expected to continue at low levels along with lower interest rates Mr Bernstein said more people will turn to the share market.

Aerospace issues were firm, with United Technologies up 4% to 44 1/2, General Dynamics 7 1/4% to 52 1/2, McDonnell Douglas 7 1/4% to 52 1/2, and Boeing 6 1/4% to 52 1/2.

There is still some optimism around, however, although this has not been helped by the pound's poor showing on the foreign exchanges.

Period rates drifted upwards throughout the day as hopes of immediate cut in bank base rates were stifled.

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The expected news that North Sea oil prices would fall again took the toll of the pound, but the 2-cent drop against the dollar pushed commodity prices up across the board. Gold was the main exception.

Metals all showed advances

LONDON COMMODITY EXCHANGE

Robber in 2 1/2 pence per ounce

Robber in 2 1/2 pence per ounce

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## COMMODITIES

over Tuesday and in the process the last signs of the backwardation which have been so

The market will be waiting to see if there is selling into its modest rally.

Softs followed suit, even sugar demonstrating some faint signs of life.

Metals all showed advances

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## FOREIGN EXCHANGES

Cuts in base rates became less likely yesterday as the pound slipped again in oil trading.

Pressures on oil prices and a stronger dollar combined to pull sterling down from 1.2760 to 1.2612 against the dollar and the pound was looking a lot less healthy on the Continent.

Against the mark, it fell from 3.8995 to 3.8708.

At the close sterling's effective exchange rate index was

down by 0.9 to 78.8, the lowest of the day.

The pound has been back nearly 4 cents from its month peak against the dollar on Monday. But because of high British interest rates it seems to be established for the time being in a range of 1.25 to 1.30.

BNOC's reduction in the crude price served to increase anxiety about the pricing of Opec ministers.

STERLING SPOT AND FORWARD RATES

Market rates

June 5

June 5

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## INVESTMENT TRUSTS

1985 Low Company Price Change % P/E

1985 Low Company Price Change % P/E

1985 Low Company Price Change % P/E

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## FINANCIAL TRUSTS

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## COMPANY NEWS

**PEGLER-HATTERSLEY:** Final 2.5p, making 14.5p (13.5p) for 52 weeks to March 30. Figures at 1000 Turnover 154,407 (£52,627). Trading profit 10,514 (£10,548). Pretax profit 18,114 (£17,021). Tax 7,341 (£6,797). Extraordinary debit 2,514 (£1,094). EPS 33.5p (30.6p). Extraordinary items, consists of cost of closure and rationalization, £2.56 million (1984-£1.57 million), less tax relief of £53,000 (£780,000). The 1985 charge relates mainly to the closure of the PVE distribution company in Louisiana, US.

**SRICITYLEY:** Year to March 29, Final 11p, making 15.3p, a 9.3 per cent increase. Figures in 2000. Turnover 159,170 (£101,225). Operating profit 11,866 (£11,111). Interest 1,712 (£281). Pretax profit 10,154 (£10,830). Tax 2,906 (£4,382). Extraordinary debit 727 (£nil), comprises business discontinuance costs, net of tax relief of £69,000. EPS 27.1p, an increased capital (32.4p). Shareholders' funds 38,789 (£36,882). The new financial year has started well. Many of the problems of the last year were non-recurring. The recent substantial strengthening of the management, allied to new marketing initiatives, gives the board confidence in prospects.

**HOLDEN HYDROMAN:** The group is paying a final dividend of 2.25p, making 3.25p (nil) for the year to March 31. With figures in 2000. Turnover was 3,550 (£3,560), with a pretax profit of 304 (£304). Earnings per share were 5.09p (14.28p) weighted on an average basis.

**THROCKMORTON TRUST:** For the year to March 31 the group is paying a final dividend of 1.7p per income share, making 2.7p (2.25p). With figures in

2000. Dividends and interest received totalled 2,082 (£1,785), and pretax profit 1,543 (£1,327). Earnings per share were 2.5p (2.36p).

**SIMON ENGINEERING:** Simon has acquired Gala Engineering, a privately-owned company based in Thetford, Norfolk. The initial consideration of £1.5 million will be raised by the issue of 618,086 ordinary shares in Simon of which 184,319 will be retained by Gala shareholders and 433,767 placed through Simon's stockbrokers. Further sums are expected to be payable by the issue of shares in four tranches ending in March 1989 and are not expected to exceed £1 million.

**GIEVES GROUP:** Final results for year to Jan 31. Final dividend 2p, making 3p (2.5p adjusted). Turnover 22,088,685 (£24,585,018). Interest £162,409 (£24,084). Net development expenditure - Gieves and Hawkes International £28,915 (£17,711). Profit before tax £1,011,148 (£1,234,551). Tax £372,184 (£219,940). Minority interests £10,068 (£nil). Profit available £638,032 (£1,014,611). EPS 7.4p (11.5p).

**ATKINS BROS. (HOSIERY):** Final dividend 4p (3.65p), making 5.35p (5p) for the year to March 31. Figures in 2000. Turnover 13,990 (£12,541). Pretax profit 312 (£302). Tax 106 (£67). Minority debit 11 (£nil). Extraordinary credit nil (21), being deferred tax adjusted. EPS 5.78p (5.84p).

**BRENT WALKER HOLDINGS:** The offer for sale of 9.2 million shares at 130p received 4,821 valid applications for 17,021 million shares, oversubscribing the issue 1.85 times. Preferential applications by employees totalled 424,300 shares and allotments will be given for an appropriate maximum available of 300,000 shares.

**HUNTING BIRSON/HUNTING GROUP:** Hunting Birson has agreed to acquire Hunting Group, conditionally on shareholders' approval and admission to the official list of the share capital of Hunting Birson. Hunting Group is a private investment company, controlled by Hunting, family interests, the main underlying assets of which are substantial shareholdings in three listed companies, Hunting Birson, Hunting Associated Industries and Hunting Petroleum Services. The consideration will be satisfied by the issue of 13.87 million new Hunting Birson ordinary shares which, at 105p - the middle market quotation on May 29 - the last dealing day before suspension - values the ordinary capital of Hunting Group at about £14.6 million.

**ROWE EVANS INVESTMENTS:** Dividend 2.25p (1.35p) for 1984. Figures in 2000. Turnover 4,515 (£2,082). Gross profit 2,716 (£1,215). Distribution costs 221 (£182). Administration costs 221 (£226). Income from other fixed assets investments 17 (£138). Other interest receivable and similar income 115 (£106). Gain on sale of investments 10 (£50). Share of related companies profits 1,595 (£1,006). Interest payable 52 (£134). Pretax profit 3,888 (£1,979).

More company news  
is on page 18

At the 86th Annual General Meeting of

# EIS Group P.L.C.

on 5th June, 1985

The Chairman, Mr. M. Q. Walters reported that in 1984 the Group made record pre-tax profits of £4.2m.

These have increased in every year since 1970.

1985 is expected to be another year of progress with results commensurate with the increased size of the Group.

For the Report and Accounts, write to:  
The Secretary at 6 Sloane Square, London, SW1W 8LL  
or telephone: 01-730 9187

## Henderson Administration Group plc

### RESULTS FOR THE YEAR TO 31st MARCH 1985

		1985	1984	
Profit before tax	£000	12,485	8,732	Up 43%
Earnings per ordinary share*	pence	67.33	46.93	Up 43%
Dividends per ordinary share	pence	16.00	10.00	Up 60%
Net assets	£000	18,177	10,336	Up 76%
Funds under management	£million	2,548	1,733	Up 47%

\* Earnings per ordinary share are shown before transfer to initial charges equalisation reserve.

\* A year of great significance in the development of the Group.

\* These results reinforce our policy of remaining an independent, specialist, international investment management group, where no conflicts of interest exist.

J R Henderson, Chairman

Copies of the Annual Report may be obtained from the Company Secretary, Henderson Administration Group plc, 26 Finsbury Square, London EC2A 1DA.

The above figures are extracted from the accounts of the Group on which the auditors have given an unqualified opinion and the accounts will be filed with the Registrar of Companies.

**Henderson. The Investment Managers.**

## STOCK MARKET REPORT

## Gloom for electronics sector as broker cuts STC profits forecast

By Derek Pain and Jeremy Warner

Simon & Coates, the broker, piled on the gloom in the electronics sector yesterday by cutting sharply its profits forecast for Standard Telephones and Cables after a visit to the company.

STC shares, which have underperformed the rest of the market by 60 per cent over the last year and 15 per cent since the group's disastrously timed 1984 share rights issue, plunged a further 19p to 142p - a share rights issue four months ago, plunged a further 14p to 128p. This is lower than the level at which ITT sold £210 million worth of STC shares to the City in October 1982.

Elsewhere in the electronics sector, Plessey was again in free fall, plunging a further 10p to 142p after a dinner with Springmount Vickers on Tuesday which failed to allay fears about the company's prospects in North America. James Capel and Company has told clients to reduce their weightings in Plessey.

There were bearish noises

suggestions of a Hanson Trust bid.

Simon & Coates downgraded its forecast of presenting year profits for STC from £150 million to £130 million and other brokers who ran the slide rule over the company yesterday were not disagreeing with the new figure.

Both STC and Plessey are expected to suffer increasingly from the squeeze that British Telecom has been putting on suppliers since privatization and there are severe doubts among brokers about the viability of the long term strategies of the two companies.

Equities had a quiet Derby Day although prices almost recovered from a mid-day downturn. Next week's Abbey Life Group's flotation was an inhibiting factor with the £240 million underwriting undertaken yesterday.

At the close the FT 30 share index was down 3.1 points at 1,017.1 points, one again jolting at moving above its 1,024.5 points peak.

The more badly based FT-SE share index finished at 1,335.9 points, off just 0.7 points. At one time it had been down more than 5 points.

Interest rate cut hopes dimmed as sterling fell sharply against a strong dollar. Pressure on crude oil prices helped pull down sterling.

Oil shares however, managed small gains with British Petroleum 5p higher at 533p and British 7p better at 233p.

French Aker continued to respond to a bullish circular from Springmount Vickers and suggestions that Trafalgar House will bid 14.9 per cent of the shares will bid. The shares rose 6p to 175p to make a two-day gain of 14p.

In a market short of stock Ward White Group rose 20p to 328p, accompanied by talk that it could be the mystery bidder

for Rayford Supreme Holdings, the electrical retailing chain. RSH said yesterday that talks were on which could lead to a bid. Its shares jumped 75p to 290p.

Maynards, up 25p at 335p, is regarded as another possible WWG target.

WWG, which failed to win Foster Brothers Clothing Company is believed to be casting around for acquisitions.

Expect Windsor Securities, the insurance broker, to disclose provisional plans to take over another insurance company ahead of the extraordinary meeting called by "rebel" shareholders to vote for four new directors. The acquisition will increase WS's capital by up to 18 per cent, thereby diluting the "rebel" holding. WS held at 60p.

both in this country and in the US where it is thought to have several lined up.

The group's shares were also helped by favourable comment from Williams de Broe Chaplin Company the broker. An Analyst, Mr Simon Raggett, forecasts present year profits of

£19.5 million, excluding any property sales, and £27 million next year. Last reported profit was £13.6 million.

Bio-Isolates jumped 12p to 45p on after its £840,000 rights issue.

Acera, the troubled home computers company, which is being rescued by Olivetti eased another 1p to 9p, a new low for the year. Mr A. Ubaldi, an Olivetti director, the company disclosed yesterday.

The offer for sale of 9.2 million shares in Brent Walker, Mr George Walker's leisure group, has been 1.85 times oversubscribed, brokers to the issue Stanham Duff Stoop said yesterday.

Brent Chemicals International edged ahead 1p to 129p. Analysts are due to meet the company tomorrow.

Government stocks closed with falls of up to £4, overshadowed by fading interim rate hopes.

With RSH emerging as the latest retailing group to collect bid attention, the high street names were once again active.

Owen Owen improved 10p to 290p and Dixons Group 10p to 734p. Heavy Wigfall surged 18p to 326p.

Mail order shares were also firm with Empire Stores up 6p to 134p and Gratian 6p at 256p.

Vickers again suffered from profit taking, slipping a further 8p to 190p. English China Clays, with figures tomorrow, eased 3p to 265p. The cut back costs worried Pilkington Brothers, off 7p at 293p.

International Thomson hardened 17p to 514p after heavy overnight trading on the other side of the Atlantic. Other newspaper shares were also wanted in Britain. Associated Newspapers rose 40p in a thin market to 985p and Fleet Holdings closed 6p better off at 310p.

Geers Gross jumped 7p to

85p after the company said it had agreed to lift the restriction on further purchases of shares by Eurocom, a French advertising company.

Eurocom paid £2.64 million for a 10 per cent stake in Geers last February and the company has now agreed that Eurocom may acquire shares up to the previously agreed limit of 20 per cent.

At the same time Geers said that profits for 1985 were likely to be substantially below those for 1984.

Spear and Jackson, the garden tool makers, lost ground as the long mooted bid failed to materialize. They fell 8p to 152p.

Life insurances succumbed to profit taking after their recent heady progress, inspired by the planned placing out of Sorps.

Prudential Corporation, for example, fell 10p to 698p.

Henderson Administration, the financial group, surged 85p

Shares of the takeover favourite Duport, the metals and plastics group, rose 11p to 411p as Fielding, Newson-Smith and Co., the broker, recommended the shares on trading grounds.

Mr Maxwell Webb, an analyst, expects current year's profits to emerge at about £4.1 million against £2.4 million.

to 820p after its 43 per cent profits advance.

J Halstead rose 6p to 100p on bid hopes.

It was an active day on the London Traded Options Market with 8,364 bargains completed. Calls accounted for 4,404 contracts and puts 3,960. The currency contract attracted 1,707 deals.

Hanson Trust accounted for 1,131 bargains; Jaguar 945 and British Telecom 828.

## RECENT ISSUES

Company	Offer Price	Current Price
Abacus 10p Ord (300)	108-2	108-2
Acera Property 25p Ord (172)	180	174
Agape Communications 5p Ord (125)	215-8	215-8
Alfa Aerospaciale 50p Ord (275) Epsd	188	188
Brown & Carr 10p Ord (7)	188	188
Claydon Properties 5p Ord (155)	188	188
Central Group 10p Ord (122)	188	188
Darwin Int 5p Ord (34)	100	100
Dorman Print Services 5p Ord (200)	270	270
Electron House 10p Ord (11)	122	122
Elmas & Mearns 10p Ord (200)	440-20	440-20
Howard Group 5p Ord (100)	185-2	185-2
Hunting Technology 5p Ord (190)	102-1	102-1
Marine Curne Pac 50p Ord (100)	184-1	184-1
Maschinen 10p Ord (200)	104	104
Parsons J March 10p Ord (41)	88-1	88-1
Parsons 10p Ord (110)	113-5	113-5
Shawwood Computers 10p Ord (148)	108-2	108-2
Vanadium 5p Ord (120)	113-5	113-5
Ward White 20p Ord (50)	328-2	328-2
Wigfall 10p Ord (200)	326-2	326-2

This advertisement is published by S. G. Warburg & Co. Ltd. on behalf of Bunzl plc.

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\*Based on the middle market price of Brammer shares derived from The Stock Exchange Daily List for 4th June 1985.

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The Directors of Bunzl plc are the persons responsible for the information contained in this advertisement. To the best of their knowledge and belief (having taken all reasonable care to ensure that such is the case) the information contained in this advertisement is in accordance with the facts. The Directors of Bunzl plc accept responsibility accordingly.



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Credit account details available on request

By Judith Huntley

Salomon Brothers, the American investment bank, may soon decide which new office building in the City of London to choose in order to cope with its growing space demands.

The firm is believed to have narrowed its choices to three schemes. One south of the Thames, one yet to be constructed and one that is still a gleam in someone's eye.

Salomon is one of the few top US financial groups yet to make a deal to take advantage of London's financial revolution. Even before it does so, the company is bursting at the seams. It is looking for more than 100,000 sq ft of space with large dealing floors of at least 20,000 sq ft.

Speculation is mounting that Salomon has looked at St Martins Property Corporation's £120 million, 800,000 sq ft scheme on the south of the river at London Bridge. Phase one of London Bridge City, as 'the

development is known, is widely thought to be under offer.

The market is suggesting that No 1 London Bridge, the building nearest the bridge and the Cottons, next to London Bridge Hospital have been pre-let. Peat, Marwick Mitchell, the accountant is being linked with The Cottons buildings.

But it appears that no deals have been signed yet and Salomon has at least two other options. The firm invited a host of estate agents representing City developers to present the varying attractions of their building to it and from that presentation a shortlist of three or four has been made.

Top of the list must come as yet unbuilt space at Rosehaugh/Stanhope's Liverpool Street development and Rosehaugh's Greycoat's phase two of Finsbury Avenue.

Then there is London and Metropolitan Estates' Rope-

## Topping out at Thameside site

Higgs and Hill Development has topped out its first two buildings on its Kew Campus office development fronting the Thames near Kew Bridge in west London. The project will have 60,000 sq ft of space in five buildings which can be linked if required. The first two buildings have 15,000 and 9,400 sq ft of space, which is being offered for sale freehold or to let through the agents, Richard Ellis and Dunphrys Commercial.



On the waterfront: a model of the Kew Campus office development

maker Street scheme. There are few sites left in the City still undeveloped but the future of Pilgrim Street, off Ludgate Hill has yet to be decided with fierce competition from developers to build offices there which will not only meet the market's

needs but the requirements of the City of London's planners too.

The future of the Post Office's former building in St Martins-le-Grand next to Postman's Park is under consideration. The Post Office is likely to redevelop the site capitalizing on a valuable asset.

It is not clear what the planners will allow, but a total redevelopment with up to 200,000 sq ft of offices would give the Post Office the chance to cash in on the booming City office market.

However, the building of Edwardian vintage, is in a conservation area, so all may not be plain sailing on the development front.

Stick Conversion has a site

near the Old Bailey which it plans to develop with a large amount of office space once the planning position is sorted out. Any freeholds that come on the market are snapped up at top prices. At least that is what Wimpey Property Holdings is hoping for on its site at Crutched Friars, EC3.

The company is putting the freehold on the market through Debenham Tewson & Chinnocks with planning permission for 106,000 sq ft of space, in a new building. The recent pre-letting of Commercial Union's 72,000 sq ft Friary Court to Spicer & Pegler, the accountant, also at Crutched Friars, is evidence of the strength of the market.

The latest lettings in Triton Court, the 200,000 sq ft refurbishment by the Royal London Mutual Insurance Society in Finsbury Square, also

reflect the strength of the market.

The Stock Exchange has taken 17,930 sq ft in the development at £19.50 a sq ft after the first letting to Toronto Dominion Bank. This brings the total amount of space let to 120,000 sq ft although it has taken some time for this to be achieved.

It is believed that British Telecom also looked at Triton Court but decided to opt for London Merchant Securities' Angel Centre in Islington where rents are cheaper and space arguably more flexible.

But Healey & Baker and Richard Ellis, the agents at Triton Court say another 56,000 sq ft is under offer and only 89,000 sq ft remains.

The latest development to be announced by Greycoat City Offices via its City subsidiary City Offices, is at 61 Queen Street. The developer has

bought the headlease of the building which will become vacant when Golding Stewart Wrightson moves this year.

Greycoat hopes to obtain permission for 29,000 sq ft of offices from the City Corporation which is also the freeholder. Edward Erdman acted for the developer in this acquisition.

Demand for ever larger buildings and open floors capable of accommodating international dealers is escalating. Can the day be far off when the one million sq ft building with 40,000 sq ft floors becomes a reality in the City?

Such buildings are commonplace in the US and pressure is building up for similar schemes to be developed here. That raises the question of how to finance such projects and create an investment market for them.

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## CENTRAL LONDON OFFICES

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Lloyds Bank	12 3/4%
Midland Bank	12 3/4%
Nat Westminster	12 3/4%
TSB	12 3/4%
Williams & Glyn's	12 3/4%
Clubsand NA	12 3/4%

\* Mortgage Base Rate.

## BETEC

- \* Substantial profit increase
- \* Dividend resumed
- \* Strengthened Balance Sheet

Summary of Results  
Year ended 31st December 1984

	1984 £000	1985 £000
Turnover	14,678	13,884
Profit before taxation	1,023	514
Taxation	298	119
Profit after taxation	725	395
Extraordinary charge	138	172
Profit attributable to shareholders	587	223
Earnings per share	8.29p	4.40p
Dividend per share	1.50p	-

To obtain a copy of the Report and Accounts,  
please write to the Company Secretary, BETEC PLC,  
PO Box 2, Aylesbury, Bucks HP21 8AB

## Swire Pacific Limited

Final dividends for the year ended  
31st December 1984

## Scrip Dividends

At the annual general meeting held on 23rd May 1985  
shareholders approved the recommended final dividends for the  
year ended 31st December 1984.

By the closing date of 24th May 1985 for the lodgement of  
election forms in Hong Kong and London, elections for cash  
dividends had been received from the holders of 189,984,090 'A'  
shares and 243,117,839 'B' shares. Accordingly, the following new  
'A' and 'B' shares have been allotted to shareholders in respect  
of the final dividends for 1984 to be satisfied by the issue of scrip:

	Number of new shares issued	Proportion of existing shares in issue
'A' shares	2,494,915	0.9617 PCT
'B' shares	24,026,584	3.0857 PCT

Certificates for the new 'A' and 'B' shares will be despatched to  
shareholders on 7th June 1985 and the Hong Kong Stock  
Exchange has granted permission for the shares to be quoted and  
dealt in from that date.

By Order of the Board  
JOHN SWIRE & SONS (H.K.) LIMITED  
Secretaries

Hong Kong,  
6th June 1985



Swire Pacific Limited  
The Swire Group  
Swire House, Hong Kong



## COMMERCIAL PROPERTY

## Lep and Speyhawk Land in riverside scheme

● The Lep Group, the international freight forwarder, and Speyhawk Land and Estates, the developer, have joined forces to develop Lep's riverside depot site at Chelmsford, Essex.

The new company, Lephawk, is planning to develop the four-acre site with a mix of houses, offices, and industrial space to replace the depot.

The company is acquiring other nearby sites to extend the area of the development. Lephawk has yet to see what the planning will permit, so the exact mix is not known. James Andrews & Partners is advising Lep on all its property assets, and it is the joint agent at Chelmsford with Horro & Sons.

The Lep Group has other valuable property assets which its chairman Mr John Read, is keen to exploit. One is its Sunlight Wharf site in the City of London near Blackfriars Bridge.

The company has permission to build 200,000 sq ft of offices, and it is the joint agent at Chelmsford with Horro & Sons.

The company has a long lease on the site, the freehold being owned by the City of London Corporation. But plans have not been finalized, and it is possible that Lep would want to sublet the space at Sunlight Wharf to capitalize on this valuable asset.

● MEPC is to go ahead with phase two of its 300,000 sq ft office development at Reading, Berkshire. The first phase - 151,000 sq ft is already under way, and renewed activity in the Reading market has prompted MEPC to embark on the next phase.

The company will finance this from its own resources, and it is not looking for an institutional partner. MEPC says that a rights issue will not be made but it is possible that there will be a loan stock or project, Clint Marchionni the US developer. MEPC declined to say how much is being paid for the Dallas site but US sources point out that the price is a good one. And MEPC's Australian properties are expected to perform well, offsetting any adverse currency fluctuations in the Australian dollar.

● London & Edinburgh Trust has let 8,000 sq ft of its £3 million office refurbishment at 18 and 20 Chapel House, Marlow, Buckinghamshire, to Costin Homes (Southern). The tenant is paying £12.65 a sq ft for the 25-year lease, with five yearly reviews at number 20.

Cosmole has the offices because of expansion. It was advised by Roger Platt Commercial. Number 18 has 8,500 sq ft available, and the asking rent is £110,000 a year.

through Jones Lang Wootton and Dunster and Morton. Chapel House was forward funded by British Aerospace Petrols Funds Trust.

● UK Provident's 19,000 sq ft office development at 110 Buckingham Palace Road in London's West End is on the market through Hillier Parker at £375,000 a year. The lease will be for a negotiable term.

The building is near Victoria Station on the west side of the road where companies such as BP, Esso, Mobil and Rolls-Royce are located. The project director for UK Provident was Marchant.

● Centree Properties, the private company owned by Mr John Wheeler and Mr Philip Anderson, unlike many other private property companies, has no intention of going public.

One of the reasons is that its wholly-owned subsidiary, Centree Real Estate, Boston, offers its founders the chance to privately make use of a highly tax efficient US operation.

The company has developed suburban offices at Boston, Massachusetts the latest letting being to MacDonalds, of part of its 168,200 sq ft scheme at Framingham, near Boston. Its only city centre development is the 80,000 sq ft 176 Federal Street scheme which it bought from Kewin Interests for \$6.9 million (£5.34 million) with a total development cost of \$17 million.

The building, which will be refurbished and extended, is in the heart of Boston's banking area and asking rents are \$32 a sq ft. New space lets at about \$38 a sq ft.

● The Prudential Assurance Society and Norwich Union Insurance Society have joined forces for the first time to develop a £60 million, 350,000 sq ft shopping centre in Ilford town centre, east of London.

The scheme, to be anchored around a 120,000 sq ft department store, includes a supermarket, two other major stores, more than 80 shop units and a specialist food court.

Negotiations are under way to link several large existing stores at Ilford into the new scheme, which will have three trading levels. The letting agents are Bernard Thorpe & Partners and Hillier Parker.

● Country and New Town Properties is expecting a large increase in its net asset value when its properties are revealed in January.

Net asset value as shown in the year to January 31, 1985 was £219 a share compared with 109p the previous year.

The company is expecting the redevelopment of the former Civil Service store in the Strand to make a large contribution to net asset value, it will not say more now about lettings or money.

Country and New Town is also hoping for more growth from its US property, which accounts for 60 per cent of the portfolio. It is developing a 140,000-sq ft office park with the Church Commissioners at Princeton in the US. But there is speculation that it will sell its interest in the US energy exploration company before too long.

● Dealing in the shares of A Caird & Sons, which has transformed itself into a company specialising in retail property in Scotland, will begin on June 25.

The company has just bought seven shop properties in Scotland from MacLays Stores for £455,000 which will be paid for by the issue of one million new 30p ordinary shares in Caird and £115,000 in cash. The shares will be offered to existing shareholders by the English Association Trust, which is underwriting the issue.

Mr Donald de Parc Braham, a former senior partner of Edward Erdman and former Lord Mayor of the City of Westminster, has joined to Caird team.

## COMPANY NEWS IN BRIEF

● **MURHEAD:** The offer has been accepted by the holders of 4,922,928 Murhead shares (£7.9 per cent). Together with the 295,000 Murhead shares (4.6 per cent) already owned by the RHP Group before the announcement of the offer, the RHP Group has therefore acquired or received acceptance for a total of 5,217,928 Murhead shares (62.5 per cent). RHP Group has declared the offer unconditional as to acceptance.

● **IR INDUSTRIAL & GENERAL TRUST:** Final 2.3p, making 3.5p (3.15p) for the year to March 31, payable on July 1. Total income £15,819 million (£12,414 million). Expenses and interest £3,106 million (£3,419 million). Tax £4.45 million (£3,128 million) after all charges including tax. Earnings per share 3.8p (2.8p) excluding exceptional items. Net asset value per ordinary share 202p (178.5p) after deducting prior charges at per cent. Expenses and interest payable in 1984 include £568,043 in respect of funding of pensions to former employees.

● **LAPORE INDUSTRIES:** The chairman, Mr R. M. Ringwood, told the annual meeting that the year has started well and the group performance so far is significantly higher than that of the corresponding period last year. Growth is continuing. The company has bought Leisure Time Chemicals in California and Aspen Industries in Syracuse. Both companies have a significant presence in Pool and Spa Chemicals and will materially strengthen the company's position.

● **CARLESS CAPEL:** The company has agreed to buy the retail petrol business of Anglo Petroleum. The total consideration for the Anglo retail business was about £1.35 million which £600,000 will be paid in cash. The balance will be satisfied by the issue of 455,599 ordinary shares of Carless.

● **Brooker International:** Mr John Dodd, is now group secretary. He succeeds Mr E G Lunn who has retired.

● **McKee Engineering:** Mr J J Harding has become managing director of the Ideal Williams division.

● **Ease UK:** Mr Dennis McDermott becomes executive director, with responsibility for finance and natural gas, on July 1.

● **Hambros Bank:** Mr David Bailey and Mr Simon Woodroffe are now directors.

## APPOINTMENTS

## Giordano to serve further three years at CEGB

Central Electricity Generating Board: Mr Richard Giordano, chairman and chief executive of BOC, is to serve another three years as a non-executive member. He has been re-appointed from July 1. Mr John Baker is to serve another five years as a member of the CEGB. This is effective from September 3.

Insurance Institute of London: Mr David Palmer, chairman of Willis Faber, is to become president.

Crest Nicholson: Mr John Callcut has been appointed a director.

● **Booker McConnell:** Mr Rodman Rockefeller has joined the board as a non-executive director.

● **Metropole Group:** Mr Barry Purcell has resigned as managing director. He is succeeded by Mr Martin Bolland who takes over as managing director of Metropole Hotels and Mr Andrew Love who has responsibility for Metropole Casinos as managing director.

● **ARCO Chemical Europe:** Mr Marc Roche has been appointed vice-president for oxygenated fuels.

● **ABP Computer Services:** Mr Richard Leigh has joined the board.

Bank Julius Baer, London: Mr Philip Amphlett has joined the bank as president in charge of banking and commercial lending.

Yale Security Products: Mr Keith Watkins has become managing director. He succeeds Mr Geoff Smith who has retired.

Amaz Inc: Mr Peter Parker has been made corporate director of research.

Monex Brokers: Mr Graham Street has joined the board.

Direct Computers: Mr David Longley has been made managing director and Mr Mike Wynn is now marketing director.

Metropole Group: Mr Barry Purcell has resigned as managing director. He is succeeded by Mr Martin Bolland who takes over as managing director of Metropole Hotels and Mr Andrew Love who has responsibility for Metropole Casinos as managing director.

● **ARCO Chemical Europe:** Mr Marc Roche has been appointed vice-president for oxygenated fuels.

● **ABP Computer Services:** Mr Richard Leigh has joined the board.

## THE SMALLER COMPANIES INTERNATIONAL TRUST PLC.

RESULTS FOR THE YEAR ENDED 31 MARCH 1985

	1984	1985	
Shareholders' Funds	£35.3m	£28.7m	+23%
Net Asset Value	90.5p	73.6p	+23%
Earnings per share	1.73p	1.44p	+20%
Dividend per share	1.70p	1.55p	+10%
Currency exposure:			
United Kingdom	50%	57%	
North America	34%	22%	
Japan	16%	21%	

From the Chairman's statement:

"Over a 5-year period, to March 1985, the Trust is in the top quartile of all trusts for 'total return' performance, as published by the Association of Investment Trusts and is the top performer in the sector for investing in smaller companies."

An Investment Trust managed by

Copies of the Report and Accounts are available from R W McGregor, C.A. Edinburgh Fund Managers plc-Secretaries, 4 Melville Crescent, Edinburgh EH3 7JB. Telephone 031-226 4931.



## Reed International PLC.

Preliminary Results for Year Ended 31 March 1985

## Trading Results

Turnover increased by 4% to £211.5m (1984: £204.3m). Excluding major divestments, the increase for continuing businesses was 17%.

Pre-tax profit increased by 12% to £107.5m (1984: £96.4m).

Historical trading profit increased by 13% to £127.1m (1984: £112.7m). Current cost trading profit increased by 3% to £68.8m (1984: £66.6m).

The dividend for the year is to be increased by 12% from 16.5p to 18.5p.

	1985	1984	Trading	Trading
£ million	Sales	Profit	Sales	Profit
Reed Publishing	523	57.2	423	40.3
Consumer Publishing	207	11.4	223	16.0
Reed Building Products	194	8.9	182	13.0
Paint and DIY	247	17.4	183	11.8
Packaging	334	18.4	302	15.0
Reed Trading	210	9.6	171	5.6
European Paper	196	2.3	174	3.0
North American Paper	191	5.2	176	6.3
Decorative Products	113	3.4	105	3.0
Mirror Group	75	1.2	277	5.7
Newspapers		(7.9)		(7.0)
Central Costs				
Inter-Company Sales	(175)	(173)		
	2,115	127.1	2,043	112.7

Turnover and trading profits achieved record levels. With generally highly competitive markets, UK profits declined but the fall was more than offset by improved results overseas, notably in publishing in the USA. The weakness of sterling contributed £7m to an £18m improvement in overseas profit. Exceptional costs for rationalisation charged against trading profit were £5m (1984: £10m).

## Review of Operating Groups

**Reed Publishing.** The largest British owned publishing and exhibitions group continued to make vigorous progress and increased trading profit by 42% to £57m. The group generated 45% of Reed International's trading profit from 21% of balance sheet capital employed. With significant new investment, the rapidly expanding Cambers business in the USA has been particularly successful. UK regional newspapers continued to develop and substantial investment was made in electronic data based publishing.

**Consumer Publishing.** The fall in profit this year was largely attributable to lost issues as a result of a journalists' strike and sharply increased paper costs. The European Courtesy Magazines Group was acquired.

**Reed Building Products.** The imposition of VAT on home improvements seriously impaired the already depressed UK market for building materials. Turnover was maintained but at much reduced margins. Key Terrain suffered particularly from severe price cutting by competitors. Profits from the UK businesses in the second half of the year were significantly reduced. In Holland, Sphinx benefited from previous investment and rationalisation and produced much improved results.

On 30 May 1985, the Company announced that it is seeking purchasers for the companies within the Building Products Group.

Paint and DIY. Profits were higher in all

main areas both in the UK and overseas. Frazee Industries (paints) and W F Taylor (adhesives) were acquired in the USA for £24m and contributed £3m to trading profit.

**Packaging.** UK demand was generally static and Midway Sacks, a major supplier to the coal industry was badly hit by the miners' strike. Reed Corrugated Cases experienced sharp rises in raw material costs related to the strength of the US dollar. Despite this, improved efficiency following rationalisation resulted in increased profits in the UK. Higher demand and greater efficiency increased profits in Holland. The group continues to develop plastic packaging in addition to traditional paper products.

**Reed Trading.** Spicers office products business continued to grow with improved profits. Maybank benefited from a very strong market for waste paper. Reed Carbonless Papers with a good production performance returned to profit. Spicer-Cowan significantly improved its profit prior to its sale in February 1985.

**European Paper.** In the first three quarters, UK mills lost £3m but returned to profit in the last quarter. Contributory factors to the turn round were: a fall in excessively high pulp prices; reduced energy costs resulting from in-

vestment in converting boilers from oil-burning to gas; and the planned closure of six paper and board machines. The mill in Holland with record sales achieved satisfactory profit.

**North American Paper.** The Quebec mill maintained full capacity working and continued the investment programme of machine upgrading. Profit improved as a result of higher US newspaper prices but margins in off-shore markets were poor. Chemical operations maintained profits but flexible packaging suffered a setback. The Greenville joint venture sawmill continued unprofitable and was sold at a loss of £2m.

**Decorative Products.** Following extensive rationalisation programmes, the group achieved modest profits. Since the year-end the Company has sold the Crown and Sunworthy wallcoverings businesses and is negotiating to sell Sanderson.

## Taxation

The effective rate of taxation increased to 40% of profit before taxation (1984: 29%). The basic rate of Corporation Tax in the UK reduced from 50% to 45% but this was more than offset by the ending of stock relief and reduced capital allowances, which increased the effective rate from 33% to 41%.

## PRELIMINARY CONSOLIDATED PROFIT STATEMENT for the year to 31 March 1985

	1985	1984
Historical Cost		
£ million		
Turnover		
United Kingdom and Exports	1367.1	1474.0
Overseas	748.1	569.0
	2115.2	2043.0
Trading Profit before Exceptional Items	132.2	122.7
Exceptional Items	(5.1)	(10.0)
Share of Profits of Related Companies	1.4	2.7
Operating Profit		
United Kingdom	68.2	73.3
Overseas	60.3	42.1
	128.5	115.4
Interest	(21.0)	(19.0)
Profit before Taxation	107.5	96.4
Taxation		
United Kingdom	(21.8)	(18.3)
Overseas	(21.5)	(9.4)
	(43.3)	(27.7)
Profit after Taxation	64.2	68.7
Outside Shareholders' Interests	(0.3)	(0.3)
Preference Dividends	(0.2)	(0.2)
Profit before Extraordinary Item	63.7	68.2
Extraordinary Item	15.0	—
Profit attributable to Ordinary Shareholders	78.7	68.2
Ordinary Dividends paid and proposed 1985: 18.5p per share (1984: 16.5p per share)	(22.0)	(19.5)
Retained Profit	56.7	48.7
Earnings per Ordinary Share	53.6p	57.7p

The figures for the year are abridged from the Group's full accounts for that period, which have received an unqualified auditors' report and will be filed with the Registrar of Companies after the Annual General Meeting.

The exhaustion of most brought forward losses in the USA increased the effective rate of overseas taxation from 23% to 39%.

## Group Restructuring and Extraordinary Items

The Company sold its investments in Mirror Group Newspapers, London and Provincial Posters and Spicer-Cowan with a net surplus on divestment of £53m.

Most of the Group's remaining printing businesses were sold or closed with a net loss of £6m.

At the half-year, following the decision to close loss-making paper machines, the Board announced its intention to make provision for possible further rationalisation in some of the UK paper and board activities. The net provision amounts to £32m.

These items are reported as a net extraordinary gain of £15m.

## Intangible Assets and Goodwill

A revised accounting policy for intangible assets and goodwill has been adopted. Publishing rights and titles and exhibition rights are stated at fair value on acquisition, and having no finite economic life are not subject to amortisation. Any other excess cost or goodwill is written-off against consolidated reserves. Previously capitalised goodwill of £50m has been written-off to reserves as a prior-year adjustment and the 1984 balance sheet restated.

## Finance CONSOLIDATED BALANCE SHEET

	1985	1984
£ million		
Funds Invested		
Shareholders' Funds	649	597
Outside Shareholders' Interests	4	4
Loan Capital	177	171
Net Overdraft (cash)	(6)	18
	824	790
Funds Employed		
Properties and Plant	448	456
Investments	15	17
Intangible Assets	106	63
Working Capital	253	254
Capital Employed	824	790

Trading cash flow was £36m (1984: £64m) after capital expenditure of £103m (1984: £81m).

Proceeds from divestments were £146m (1984: £8m) and investment in new acquisitions totalled £70m (1984: £22m).

Net indebtedness at the end of the year was £171m (1984: £189m). The Debt/Equity Ratio was 32% (1984: 36%).

## Earnings and Dividends

Profit attributable to shareholders before Extraordinary Items was Historical £64m (1984: £68m) and Current Cost £15m (1984: £30m) resulting in Earnings per Share of Historical 53.6p (1984: 57.7p) and Current Cost 12.5p (1984: 25.2p).

The Board has decided to recommend a final dividend of 12.75p per Ordinary Share making, together with the interim dividend of 5.75p already paid, a total of 18.5p for the year (1984: 16.5p), an increase of 12%.

Subject to approval at the Annual General Meeting which will be held on 23 July 1985, the final dividend will be paid on 13 August 1985 to shareholders on the register on 5 July 1985.



THE TIMES  
Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card.

You must always have your card available when claiming.

## STOCK EXCHANGE PRICES

## Equities drift lower

ACCOUNT DAYS: Dealings Began, June 3, Dealings End, June 14, Contango Day, June 17, Settlement Day, June 24.  
Forward bargains are permitted on two previous days.

THE TIMES  
Portfolio

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DAILY DIVIDEND  
£2,000

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+39 points  
Claimants should ring 0254-53272

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0
21	BT Finance and Loans	100	0	10.0	10.0
22	Taylor Woodrow	100	0	10.0	10.0
23	Leeds (V)	100	0	10.0	10.0
24	Higgs & Hill	100	0	10.0	10.0
25	Refinery	100	0	10.0	10.0
26	Aluminium Centre	100	0	10.0	10.0
27	Amec	100	0	10.0	10.0
28	Monmouth (J)	100	0	10.0	10.0
29	Tubular Group	100	0	10.0	10.0
30	Lawrence (W)	100	0	10.0	10.0
31	INDUSTRIAL L	100	0	10.0	10.0
32	Richards (L)	100	0	10.0	10.0
33	Lee (A)	100	0	10.0	10.0
34	Reed Executive	100	0	10.0	10.0
35	Praxair	100	0	10.0	10.0
36	Trigon Ind	100	0	10.0	10.0
37	Marine	100	0	10.0	10.0
38	Maritime	100	0	10.0	10.0
39	Platford	100	0	10.0	10.0
40	Richmond (T)	100	0	10.0	10.0

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £30,000 in Saturday's newspaper						
Mon	Tue	Wed	Thu	Fri	Sat	Week Total

## BRITISH FUNDS

## SHORTS (Under Five Years)

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0

## FIVE TO FIFTEEN YEARS

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0

## OVER FIFTEEN YEARS

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0

## UNDATED

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0

## INDEX-LINKED

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0

## BANKS DISCOUNT HP

No.	Company	Price	Chg	Yld	P/E
1	Warner	100	0	10.0	10.0
2	Reps (C)	100	0	10.0	10.0
3	Cap & Com	100	0	10.0	10.0
4	Bilton (P)	100	0	10.0	10.0
5	Clarke Nicolls	100	0	10.0	10.0
6	Barrow Evans	100	0	10.0	10.0
7	Fraser	100	0	10.0	10.0
8	Deagen	100	0	10.0	10.0
9	Bradford	100	0	10.0	10.0
10	Greenway City	100	0	10.0	10.0
11	Seas	100	0	10.0	10.0
12	Superior Stores	100	0	10.0	10.0
13	Empire Stores	100	0	10.0	10.0
14	Warner (C)	100	0	10.0	10.0
15	Goldsmiths Co	100	0	10.0	10.0
16	Vantage Virelle	100	0	10.0	10.0
17	Combined English	100	0	10.0	10.0
18	Barton	100	0	10.0	10.0
19	Debenhams	100	0	10.0	10.0
20	Freemans	100	0	10.0	10.0

1985	High	Low	Company	Price	Chg	Yld	P/E
1985	100	100	Warner	100	0	10.0	10.0
1985	100	100	Reps (C)	100	0	10.0	10.0
1985	100	100	Cap & Com	100	0	10.0	10.0
1985	100	100	Bilton (P)	100	0	10.0	10.0
1985	100	100	Clarke Nicolls	100	0	10.0	10.0
1985	100	100	Barrow Evans	100	0	10.0	10.0
1985	100	100	Fraser	100	0	10.0	10.0
1985	100	100	Deagen	100	0	10.0	10.0
1985	100	100	Bradford	100	0	10.0	10.0
1985	100	100	Greenway City	100	0	10.0	10.0
1985	100	100	Seas	100	0	10.0	10.0
1985	100	100	Superior Stores	100	0	10.0	10.0
1985	100	100	Empire Stores	100	0	10.0	10.0
1985	100	100	Warner (C)	100	0	10.0	10.0
1985	100	100	Goldsmiths Co	100	0	10.0	10.0
1985	100	100	Vantage Virelle	100	0	10.0	10.0
1985	100	100	Combined English	100	0	10.0	10.0
1985	100	100	Barton	100	0	10.0	10.0
1985	100	100	Debenhams	100	0	10.0	10.0
1985	100	100	Freemans	100	0	10.0	10.0

## BUILDING AND ROADS

202	180	Alberston Constl	188	0	12	19.7	5.5	38
198	180	Andromeda	180	0	12	19.7	5.5	38
159	172	Arden	172	0	18	19.7	5.5	38
198	172	Arden	172	0	18	19.7	5.5	38
198	172	BPH Industries	172	0	18	19.7	5.5	38
198	172	Burns & McDougall	172	0	18	19.7	5.5	38
198	172	Barlowe Davis	172	0	18	19.7	5.5	38
198	172	Barlowe Davis	172	0	18	19.7	5.5	38
198	172	Barlowe Davis	172	0	18	19.7	5.5	38
198	172	Barlowe Davis	172	0	18	19.7	5.5	38
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## TEMPUS

## Wellcome figures add up to flotation success

The Wellcome Foundation's half-year figures show it is well poised for a blockbuster flotation early next year, as its owner, the Wellcome Trust, sells off 20 per cent and perhaps more later.

Pretax profits at the halfway stage were 65 per cent higher at £70.5 million. Assuming improved margins are maintained, a full-year outcome in excess of £140 million against £189 million looks in sight.

The market ratings should compare favourably with its larger rival, Glaxo.

Wellcome is benefiting from an increase in its American business, which accounts for between 60 and 70 per cent of trade, and the success of its anti-hepatitis drug, Zovirax.

But as with Glaxo, the price of success in the pharmaceutical business is high. It can take 10 years and £100 million to launch a new product. In the current six months Wellcome's research and development costs came to £59 million and the full-year total will clearly eclipse the 1984 total of £96 million.

The spending is now probably the highest of any pharmaceutical company in Britain and is running at something like 15 per cent of sales revenue.

There are "promising" results from its research into a product to fight AIDS and it expects to have production licences next year in Britain and the US for Wellcome's interferon-type product for treating certain forms of cancer and viral conditions.

Yet valuing the Wellcome float poses some intriguing problems. Assuming 1986 earnings of about £100 million, after a £200 million pretax outcome, puts a market worth on the whole concern of £1.4 billion. On this basis, the Wellcome Trust nets about £300 million from its sale.

But given the heavy share price which would result from the quotation, perhaps rivaling Glaxo's £13-plus, the concern may seize the opportunity offered by flotation to raise fresh capital of £100 million, after restructuring the left hand side of the balance sheet.

## Reed Int

The logic behind Reed International's stated intention of concentrating its attention on its better quality and more dynamic activities at the expense of some rather dull

and dreary businesses cannot be questioned. The execution of this policy may, however, take a little time.

Yesterday's preliminary results indicated why the group wishes to expand areas such as publishing and paint and do-it-yourself but actions, of course, always speak louder than words. This is not to deny the progress which Reed has already made in terms of its divestment but the benefits are still some way from being fully seen in the bottom line.

Pretax profits rose from £96.4 million to £107.5 million. However, if currency benefits of £7 million and a reduction in exceptional costs of £5 million are stripped out, the group did little more than stand still. A more detailed examination of the divisional analysis, which does look cluttered, reveals the extent of the ups and downs. Reed Publishing had an excellent year, increasing its trading profits from £40.3 million to £57.2 million. It generated 45 per cent of trading profits from just 21 per cent of balance sheet assets.

Said, this improvement could not be mirrored in the consumer publishing division where the journalists' strike and the increased cost of paper led to a fall in profits from £16 million to £11.4 million.

The shares closed down 5p at 622p. They have had a good run recently, and some consolidation might have been expected. However, if Reed can complete its transition into a group with higher quality earnings swiftly and successfully, there is no reason why the shares should not move up again.

## Henderson

Henderson talks with deep distance about the potential conflicts of interest in current City marriages, stressing plans to remain virginal and aloof. Cynics may find this hard to swallow, bearing in mind the long-term links with Cazenove but, to its credit, Henderson did sever its fund management links last year with Baring, realising an investment gain of about £6 million in the process.

But the emphasis on independence is a useful metaphor for describing Henderson's plans to operate along traditional City lines, concentrating on management continuity, good contacts and a hard-

headed approach to world markets.

So for the strategy has worked well. Pension funds under management last year rose by 112 per cent to £872 million, largely because Henderson has wooed the professionals in the market place, looking at assets, rather than boosting its retail standing. More gains may stem from this approach, since Henderson is now pushing fast into the US pension fund market.

Will a US quote be part of the onslaught? After yesterday's 85p leap to 820p, the shares are selling on 12 times earnings, about par for the US-UK model rating. But it Henderson continues to double its earnings, as it did last year, the target rating offers far more than the corporate earnings growth new supporting world stock market ratings.

## Abbey Life

For a company primarily concerned with life insurance, pensions and long-term liabilities, Abbey Life has shown a peculiar good sense of timing in coming to the market just now.

It has chosen to announce the terms of its flotation only days after Mr Norman Fowler's review proposed phased abolition of earnings-related state pensions. This is surely no coincidence. Like others in the industry Abbey must be hoping to gain from the expected surge in demand for private pensions.

More generally Abbey is gaining its independence just as its arch rival, Hambro Life, has been absorbed by BAT. Abbey can expect a higher profile because of this. In investment terms it means that Abbey will be the only unit-linked quoted company.

Against the background of a vendor might have been greedier. The £504 million price tag represents 15 times Abbey's forecast surplus for 1985. Last year BAT paid some £664 million for Hambro or 2.1 times its 1984 surplus. The 2.1 per cent forecast yield also looks modest.

In the short term Abbey may be hampered by the cost of paying a dividend for the first time. ITT has never received one. Apart from the cash cost, forecast at £18.5 million for the current year, the payout will have the disadvantage of pushing up the tax charge.

## Argentina to cover bank debts

By Peter Wilson-Smith  
Banking Correspondent

Argentina has told its main creditor banks that it will take over \$200 million of the foreign debt of Banco de Italia y Rio de las Plata.

Senior Leopoldo Portuoy, vice-president of the central bank, told Reuters in Buenos Aires that the government would issue \$200 million of promissory notes to cover the debts owed to foreign banks.

The decision was conveyed to Argentina's bank advisory committee, which met with Argentine officials in New York this week. Banco de Italia, the third largest bank, was closed last month, and some foreign banks have been threatening to pull out of the \$4.2 billion loan being put together for Argentina if they lost money because of the Banco de Italia failure.

Attempts are underway to reopen Banco de Italia. Senior Portuoy said that local and foreign banks in Argentina had agreed to put up \$20 million to help rescue it and a decision whether to reopen under a central bank trustee should be taken this week.

The \$4.2 billion new loan for Argentina and a related rescheduling package are still dependent on Argentina agreeing a new economic programme with the International Monetary Fund.

International bankers are increasingly worried that, unless agreement is reached soon with the IMF and interest arrears stretching back to November 11 are reduced, US bank regulators will downgrade Argentine loans when they meet on June 10.

## US deficit with Japan 'could reach \$50bn'

Tokyo - The United States' trade deficit with Japan could reach \$50 billion this year, Mr Lionel Olmer, Under Secretary of State for Commerce, estimates.

The secretary is in Japan working on the latest market opening measures. His visit coincided with Japan's first invoices trade surplus, of \$93 million in April, and a US trade deficit with Japan for the month of \$4.03 billion, the second highest of the year.

Japanese business society had to change he told members of the ruling Liberal Democratic party, even if it meant fundamental changes on the way to achieving "reciprocal treatment" of foreign businessmen.

## Barnes wants to see good ball

From David Hands, Rugby Correspondent, Wellington

After the disappointing showing against Southland on Tuesday it is difficult to envisage any change in England's team for the second international at Athletic Park here on Saturday. The side will be announced today, and the strongest temptation will be to include Dooley to counter the lineout dominance achieved by New Zealand in their 18-13 win last week.

Pearce and Cooke did not train in the rain of Ivercrag yesterday before the team's flight to a windy Wellington. Pearce, the Northampton prop, had influenza, and Cooke, like Simpson, the Sale hooker, was nursing blisters. All are expected to be available for selection.

A chance encounter yesterday led to a discussion over which of the England players might make New Zealand's side and the name of Stuart Barnes was put forward as a contender at stand-off half. For Barnes this has been a tour of rehabilitation which is odd when you remember that only last November he was England's first choice.

But for the demands of the Cambridge University examination, the consequent unavailability of Rob Andrew, and that, coupled with outside

circumstances, meant I never regained any consistency. "In some ways, it might have been nice to have been out here with Rob Andrew so that we could have battled it out together; in other ways, it would not. I am a lot fitter as a result of this tour. I've been quite pleased with my form and I hope when we get back home I'll be able to maintain the same level of consistency."

When Barnes returns next season it will be for Bath after concluding two and a half seasons with Bristol. He will be a more valuable player for the John Player Special Cup holders after his New Zealand experience, which has left him surprised at the shortage of skills shown by New Zealand backs but impressed by the drive and footballing ability of their forwards.

"We tend to be a bit static, to consider forwards as specialists, whereas in New Zealand they aim for 15 footballers. We have tended to pick on the basis of size and strength, rather than footballing skills. Our forwards don't always appreciate - as New Zealanders do - that just giving backs 'let them' is good enough at international level."

"I wanted to prove to other people as well as myself, that I could play at this level," Barnes said. "I was very disappointed to be dropped after what I considered was not a bad debut and that, coupled with outside

"Early ball for the backs is a huge problem at home. The England backs got a lot of criticism against Auckland, which I thought was grossly unfair, because the Auckland forwards delivered the ball going forwards, whereas we got it in static positions or going backwards."

"In the first hour of the international last Saturday, I think I received two or maybe three passes outside our 22. Having said that I think there were times when I might have used the ball better but it is difficult to plan things when you're never sure what sort of ball you're going to get. The only time I've really had the chance to run at people was in the first half against Otago when our forwards got on top."

"On Saturday, I believe we can win, because there is a good commitment within the side, the understanding has been building up throughout the tour. The pressure is still on New Zealand to reach their themselves, to cope with the public demands and if we can get two scores ahead it will be hard for them."

## MOTOR CYCLING

## Reid is out of luck and petrol

By Michael Scott

Ireland's Joey Dunlop won his second TT race in a week in yesterday's 250cc Junior TT, at the expense of his unlucky countryman Brian Rodin.

Reid was in the lead on the final lap, in a race dominated by Irish riders, having set a new lap record on his British EMC, as he pulled out a 5-second cushion ahead of Rodin's Honda team rider, Dunlop. Then, less than two miles from the finish, Reid coasted to a stop out of petrol, and Dunlop, who had chosen safety with two pit stops to his rival's one, flashed past into the lead.

It was Reid's second successive disappointment. In Monday's Formula Two TT, he was also leading after breaking the lap record when his 350 Yamaha broke down.

Yesterday, Dunlop was 15 seconds ahead of second-placed Steve Cull, of Ireland, (Honda), and the leaders had opened their big advantage in dry, but windy conditions. Third placed Eddie Roberts (Ireland, Yamaha) was 2min 15sec behind.

However, fourth and fifth places were closely contested between the Manxman Graham Cunnell (Yamaha) and Ireland's Gene McDonnell (EMC), with 0.4sec separating them after 226 miles of racing over the historic mountain circuit.

Britain's Graham Padgett (Yamaha) had been as high as third place, but dropped back to fifteenth after he stopped to repair his Honda.

Although a helicopter was used twice to transfer injured riders to hospital, there were no serious accidents. In the afternoon's incident-free sidecar TT, Mick Boddy and Chris Birks, of Kidderminster, took their third TT victory. It was revenge for their defeat on Monday, when they led almost the full distance, then took second place after their chain broke within sight of the finish.

Second was Lowry Burton and Alan Langton, with the husband and wife crew of Dennis and Julia Bingham third.

RESULTS OF MAIN INTERNATIONAL JUNIOR TT (250cc, 226 miles): 1. J. Dunlop (Honda) 2. S. Cull (Ireland, Honda) 3. E. Roberts (Ireland, Yamaha) 4. G. Cunnell (Manxman, Yamaha) 5. G. McDonnell (Ireland, EMC) 6. G. Padgett (Britain, Yamaha) 7. M. Boddy (Kidderminster, Yamaha) 8. C. Birks (Kidderminster, Yamaha) 9. L. Burton (Britain, Yamaha) 10. A. Langton (Britain, Yamaha) 11. D. Bingham (Britain, Yamaha) 12. J. Rodin (Ireland, Yamaha) 13. J. P. Dowling (Ireland, Yamaha) 14. J. P. Dowling (Ireland, Yamaha) 15. J. P. Dowling (Ireland, Yamaha) 16. J. P. Dowling (Ireland, Yamaha) 17. J. P. Dowling (Ireland, Yamaha) 18. J. P. Dowling (Ireland, Yamaha) 19. J. P. Dowling (Ireland, Yamaha) 20. J. P. Dowling (Ireland, Yamaha) 21. J. P. Dowling (Ireland, Yamaha) 22. J. P. Dowling (Ireland, Yamaha) 23. J. P. Dowling (Ireland, Yamaha) 24. J. P. Dowling (Ireland, Yamaha) 25. J. P. Dowling (Ireland, Yamaha) 26. J. P. Dowling (Ireland, Yamaha) 27. J. P. Dowling (Ireland, Yamaha) 28. J. P. 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CRICKET: LEICESTERSHIRE REIGN SUPREME AT SOUTHAMPTON WHILE WEATHER RAINS SUPREME ELSEWHERE

# Alas for Smith and James as Hants lose close duel

By Richard Streeton

**SOUTHAMPTON:** Leicestershire beat Hampshire by four runs.

An aggressive 81 by Robin Smith narrowly failed to win this Benson and Hedges Cup quarter-final match for Hampshire. Set to make 244 to win, Hampshire needed 34 from the last five overs after Smith was sixth out, but it proved too much for the tailenders. Peter Willey won the gold award for Leicestershire.

Smith survived a half chance to beat third man when 12, but otherwise avoided serious error as he hit forcefully all round the wicket. Nicholas was his first helper, then Marshall shared a stand of 59 in six overs. Hampshire needed 67 from 11 overs when Marshall was leg-before, then Smith played on against Cliff.

When the last over started Hampshire needed 10 runs. From the second ball James was caught at cover and from the fifth Connor skied a catch to mid-wicket.

All kinds of dire prophecies were muttered beforehand about the likely fate of the team hitting first. It rained for most of the night and dark, heavy clouds hovered low as the captain's tossed. Leicestershire were put in and contrary to expectation were given the best possible start.

Butcher and Balderstone began with a stand of 104 in 28 overs and Leicestershire, by all rights, should have finished with a larger score than they did. Hampshire marred an otherwise good fielding per-

formance by giving both opening batsmen an early life. Butcher had scored one when Nicholas dropped a low chance at first slip in Marshall's first over. Balderstone was 14 when Marshall, at second slip, missed a straightforward catch off Tremlett. Butcher was finally dismissed when he edged an out-swinging ball he played forward and Parks took a good catch.

Gower hinted briefly at a continuation of Monday's innings at Lord's before he lifted a catch to Marshall, who did not have to move at mid-wicket. Balderstone progressed sedately as Willey tried to increase the run rate. Balderstone, who had 38 singles among his strokes, was beaten by Marshall in the 46th over. Willey's 56 came from 65 balls before he was caught at deep extra cover.

Hampshire's start was sub-dued against Agnew and Taylor. Greenidge then mis-hooked and gave a high catch to square leg against Cliff's first ball. Terry, stretching forward, was out soon afterwards. Hampshire had passed 50 in the twentieth over before Chris Smith was run out. In the 34th over a dreadful confusion with Nicholas, who sought a single after surviving an appeal for leg-before. At tea Hampshire needed 132 from the last 20 overs and the exciting final act began.

**LEICESTERSHIRE**

I P Butcher	81
G G Greenidge	38
T Tremlett	11
R Marshall	56
P Willey	56
C Connor	11
A Agnew	11
T Taylor	11
C Cliff	11
D Dyer	11
P Parks	11
T Terry	11
C Connor	11
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### Summaries by Peter Dear and Peter Davalle

## CHOICE

**8.45** It Couldn't have Happened to a Nicer Girl; *Mae Leslie reads the short story by Jack Trevor Stiles*

**10.00** *Musica in Our Time: Music of the Liberation*; *The New Process* conducts *Spectacular Musicals in His Concerts* for four groups; *first UK broadcast of his Piano Concerto, performed by Rostropovich under Ozawa, with soloist Peter Seibert*

**11.00** *David Gove and Penny Dickinson* Jonathan Ross-Williams (organ); *BBC Northern Singers* (under *Williamson*); *Gow's The Wreck of the Deutschland*; *Passepieds*; *Chorus and Fugue*; and *Dickinson's Pled Beauty*

**11.57** *News*, Until 12.00.

**VHF only:** *Open University*. From

CHANNEL

**4.00am** Colin Berry's **8.00 Ray Moore**  
**8.05 Ken Bruce** until **9.30 Cricket:**  
Benson and Hedges semi-final  
**10.15 David Jensen** until **11.00 Sports Desk;** David Jacoby until **2.00 Sports Desk;** 2.05 Giles Hunniford until **3.00 Sports Desk;** **3.30 Music All The Way!** until **4.00 Sports Desk.** Racing from Epsom: **3.40 The 64th Concorde** until **4.00 Sports Desk;** **4.05 Sports Desk;** **6.02 Sports Desk;** **6.05 John Dunn:** I'm **6.45 Sport and Classified Results (MIDNIGHT)** until **7.30 Cricket Scoreboard;** **8.00 Wally Whirly** (featuring Enle and Nargh Revynah); **9.00 International Soccer Special** (Italy, 10.45) **The Good Human Guide** (with National Revue Company); **11.15 Bernard Fallis** presents **Round Midnight** (stereo from midnight); **1.00 am** Ben Renna until **1.30 am** Mike Jones

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**Radio 1**

8.00 am Adrian Jones, 7.00 Mike Read  
9.00 Simon Bates, 12.00 Gary Davies  
and 12.30 pm Newsbeat, 2.30 Mark  
Pegg, 5.00 Bruno Brookes and 5.30  
Newsbeat, 7.30 Jancie Long, 10.00  
12.00 Int. The Music featuring Union  
National, Vixen, Race 1 & 2, 4.00 With  
Radio 2, 9.00 pm Wally Whytton, 9.55  
Sports Desk.

**WORLD SERVICE**

6.00 Newsbullet, 6.30 Newsbullet &  
The Farming World, 7.00 World News,  
7.20-7.40 Hours, 7.20 News of Selling,  
2.15 Network UK, 6.00 World News,  
5.45-6.15 The Country, 6.30-7.00 J.  
Pool, 9.00 World News, 9.00 Review of  
British Press, 9.15 The World Today, 9.

programme shown at the  
5 Crystal Palace and

Spring Quizzes: 10.30 Two Cheats  
 November, 11.30 World News, 11.40 New  
 About Britain, 11.15 New Ideas, 12.00  
 12.15 12.15 12.15 12.15 12.15 12.15  
 Round, 1.00 View News, 1.20 Twenty-  
 Hours, 1.30 Network UK, 1.45 If It's  
 Done Here, 1.50 Radio, 1.55  
 Weather, 2.00 Radio, 2.05  
 Pressure's Yours, 4.00 World News, 4.  
 Commentary, 4.15 Appreciation, 4.30 World  
 News, 4.45 4.45 4.45 4.45 4.45 4.45  
 Meters, 8.05 News Summary, 8.01  
 Choices, 8.05 In The Moments, 2.15 A J  
 Good Show, 10.50 World News, 10.50  
 10.50 10.50 10.50 10.50 10.50 10.50  
 10.30 Financial News, 10.40 Reflections, 10.  
 Sports Roundup, 11.00 World News, 11.  
 Commentary, 11.15 Merchant Navy  
 11.15 11.15 11.15 11.15 11.15 11.15  
 12.00 News About Britain, 12.15 Ra-  
 12.00 12.00 Chuck Berry's 12.15  
 News, 1.01 Outlook, 1.50 The Poem  
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 World News, 2.00 Review of the British

roads. Berry sta

**3.00** News About Britain, 3.15 The  
Today, 4.45 Financial News, 4.55 Reflections  
4.30 Country Music Profile, 5.00 World News  
5.15 Twenty-Four Hours, 5.45 The World  
Today.

(All times in GMT)

**CENTRAL** As London except:  
12.25 European Folk  
Tunes, 1.30-1.40 Century, 1.50 Central  
News, 1.50-2.30 Hart To Hart, 6.00  
Country & Folk, 7.00 The World  
11.50 The Protectors, 12.20am Close

**BORDER** As London except:  
1.30pm Border News,  
1.30-2.30 The Champions, 3.00 Nothing  
but the Best, 3.30-4.05 The Young  
Doctors, 8.00-8.15 Lookaround  
Thursday, 11.50 News, 12.30am  
Border News, 12.33 Close

Johnson, Michael Calne  
vin Hagler.

**ULSTER** At London except: starts 9.25-8.50 *The Day After*  
 1.50 Lunchtime, 1.30-2.30 *The*  
*Chancellors*, 3.30-4.30 *The Hills*  
 3.55-4.40 *Ulster News*, 6.00 *Summer*  
*Errand*, 6.25-6.35 *Police Sd.*, 11.60  
*Festival Pop*, 12.16 *News*.

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**GRAMPIAN** At London except:  
 starts 9.25-9.30 *News*  
 First Thing, 1.20pm *North News*, 1.30-  
 2.30 *Granpian*, 6.00 *North Tonight* &  
*Weather*, 6.30-6.35 *Police News*, 7.00-  
 7.30 *France Frame*, 8.50-10.10 *Film*:  
*Moonlight* (Robert Desiderio), 11.50  
 About Gaelic, 12.20am *North Headline*  
 and *Weather*, 12.25 *Closedown*.

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**WHAT THE SYMBOLS MEAN**  
 † Stereo, ‡ Black and white, (r) Repeat

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# GENERAL APPOINTMENTS

**Cuts drive civil servants to despair**  
By Richard Evans  
The heads of Britain's civil service are open about the growing gloom in their staff, MPs hear today.

In an unprecedented admission of concern, the secretary of the Home Office, Sir Anthony Mason, said today that the civil service was in a "state of despair".

With 22 of Britain's 24 Home Office offices, Sir Anthony said, the civil service was "in a state of despair".

He said the civil service was "in a state of despair" because of the cuts in the Home Office.

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**The role played by accountants is now widening to suit the needs of a changing business world, says Brian Jenkins**

Systems of professional practice which some perceive as restrictive are being challenged. The professions are - quite rightly - being expected to respond to the spirit of free competition which increasingly affects all aspects of commercial activity.

The fences which formerly separated the financial and professional community into distinct bailiwicks are coming down. And, as elsewhere, the proliferation of information technology is introducing challenges to traditional concepts and systems.

Against this background, competition by even the more successful professions would be dangerous. None have a divine right to a comfortable living nor immunity from being outlandish by advancing technology, attitudes or markets if they fail to read the signs of history.

So where are our signposts pointing? The easy part of futurology is extrapolating from existing trends. We can expect, for example, to see a continued growth in demand for accountancy services, almost irrespective of what happens in the national economy.

Indeed, change in the business community will, of itself, increase the demand for management information and this for accountants to help translate raw data into user-friendly information and to help management to spot opportunities and make decisions. We can expect, too, firms of chartered accountants to continue to widen the range of their services.

At the top end of the market this may mean these firms cutting into areas previously the preserve of, for example, merchant banks. Elsewhere, it will mean more effective marketing of services, with particular attention to providing added value, for example from auditing. Also as global economic interdependence becomes more than a catchphrase of the speechwriters of economic summits, the larger firms will be expanding their international links further.

All these factors will affect the career patterns of chartered accountants. More movement between practice, industry and the public sector is likely to occur, in particular for those with consultancy skills. And the divisions between the various specializations within accountancy are likely to become still sharper.

The more interesting challenges to the profession may, however, come from less evident directions. How would the various professions handle, for example, the regulatory problems associated with multi-disciplinary practices of, say, accountants, solicitors and actuaries? How, when the knowledge acquired in "front-end" training for any career has a shorter and shorter useful life, should accountants best acquire periodic mid-career injections of new expertise in order to maintain the quality of their service? What, indeed, are the disciplines and skills which should now be taught to prospective chartered accountants who will still be working in practice or industry in 2025?

These are the problems with which the institute - and other professional bodies - now have to grapple. There will be no easy answers but no one can say the prospects are anything but very exciting.

Brian Jenkins is president of the Institute of Chartered Accountants in England and Wales and a senior partner in Coopers and Lybrand

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your potential to the full, we can provide the opportunities.

To do this, you'll need to be aged 21-28, of graduate calibre, and with the confidence and skills to build a career in a highly competitive business sector. Some experience in a sales or finance related area would be an advantage. A full driving licence is essential.

In return, we'll offer you a competitive salary, a company car and other benefits including mortgage subsidy and free pension and life insurance.

We currently have vacancies throughout the country. To apply, please write for an application form to: Glenn Connell, Personnel Officer, United Dominions Trust Limited, Endeavour House, 1 Lyonsdown Road, New Barnet, Herts EN5 1HU.



**United Dominions Trust**

A member of the **TSB**

## Search & Selection Consultant

To £30,000+Car

Johnson Wilson & Partners are an ambitious independent recruitment consultancy organisation.

As a result of growth we would like to talk to experienced search/selection consultants and to those with a record of achievement in other fields. We have a preference for someone with a 'high tech' background and alternatively with a wide spread of understanding across a variety of functional disciplines and industry sectors. Preferred age is 30 to 40.

Applicants of either sex should apply in confidence to Michael Johnson on (0962) 53319 (24 hour service) or write to Johnson Wilson & Partners, Clarendon House, 33 Hyde Street, Winchester, Hampshire, SO23 7DX.



**Johnson Wilson & Partners**  
Management Recruitment Consultants

## Parrot

We have now commenced operations of our new, purpose built, fully integrated, flexible diskette facility in Cwmbran, South Wales. The facility gives Parrot total control of flexible diskette media manufacture from coating through certification to packing, and is the only one of its kind in the U.K.

### Sales Manager

European Brief  
c. £20k + bonus + car

In developing our European sales and marketing plans, we now need an ambitious, energetic sales manager to develop business within the European sector, concentrating on Germany and/or France. Already working in this or a related field, and with established European contacts, you will be selling directly to distributors, O.E.M.'s and retailers as well as opening new distribution outlets for Parrot flexible disks, both branded and non-branded.

A U.K. national, either resident in the U.K. or Europe, you will travel extensively within Europe and will report to the Manager of European Sales Division in Cwmbran. In such an important role within the European sales team, fluency in either French and/or German is essential. You must also have a proven track sales record.

Apart from a salary in excess of £20,000 we offer a generous bonus and a company car.

### Marketing Manager

c. £15k

To implement our sales strategy in the U.K. and European markets, and to enhance this by running a support programme, we now need a Marketing Manager.

The experienced man or woman will help determine the company's image, which will include research into the various distributors, O.E.M. and retailing outlets. This will also involve working on publicity and promotional campaigns.

For a graduate calibre person, aged 25+ and with the drive and determination to succeed within this competitive industry, then the salary of c. £15,000 (negotiable) and benefits on offer are excellent.

### Sales Appointments

We are rapidly expanding our domestic sales and have many other career opportunities at various levels, both now and in the near future. You need to be well educated, aged at least 23 and have a computer or related industry background. These positions are based both in Cwmbran, and, for the more senior appointments, at various other U.K. locations.

If you are interested in any of these positions, please send a CV or phone for an application form to David Morgan, Parrot Corporation Ltd, Llanfarnham Industrial Park, Cwmbran, Gwent NP44 3KL. Tel. (06333) 71144.

## DISTRICT GENERAL MANAGER

### BRADFORD HEALTH AUTHORITY

This is the principal post in the Authority which serves a largely urban community in West Yorkshire with a population of 338,000 and an annual budget of £58m.

Management responsibility will be to the Authority for the effective deployment of available resources in support of health and patient care; for implementing its policies and for its financial performance.

Essential requirements are: a proven record of general management success in a large organisation involving control of a substantial annual budget, high qualities of dynamic leadership, and the ability to implement plans, initiate change, motivate others and command the respect of multi-professional colleagues.

Salary and conditions of service will be commensurate with experience.



Detailed applications marked 'In Confidence - District General Manager Appointment' to the Chairman: County Councillor J Royston-Moore CBE, Bradford Health Authority, Bailey Bank, 109 Duckworth Lane, Bradford, West Yorkshire, BD9 6RL by 21st June 1985.

## AEA TECHNICAL APPOINTMENTS OF EDINBURGH

have opened a new branch in Manchester and require the following personnel for their clients.

PROJECT MANAGERS (realtime computer projects),

SYSTEMS DESIGNERS with experience or realtime information and communication.

REALTIME PROGRAMMERS. 5 years' experience incl CORAL, PASCAL, FORTRAN.

PROJECT ENGINEERS AND SUPPORT ENGINEERS.

DESIGN ENGINEERS (Electronic Engineers) and COMPUTER SCIENTISTS with 2 years' experience of communication systems - ZILOG/INTEL.

MICRO PROCESSOR SYSTEMS DEVELOPMENT. - We require PROGRAMMERS with 2 to 3 years' experience in the development of micro processor based products using INTEL, ZILOG or MOTOROLA Micro Computers.

Also SUPPORT PROGRAMMERS, TECHNICAL AUTHORS and SALES AND MARKETING PROFESSIONALS with experience in information and communications systems.

Salaries from £5,000 to £15,000. Available in Greater Manchester.

Contact Fraser Ferguson, AECI,

AEA TECHNICAL APPOINTMENTS,

6 St Anne Square, Manchester, 2. 061-834-3232

## GENERAL MANAGER/COMPTROLLER

(Embryo Managing Director)

£20,000-£80,000

Chartered Accountant or M.B.A. offered 20% of profits from prestigious Mayfair restaurant with £1½/£2 million p.a. takings to act as General Manager/Comptroller, with rapid promotion to Managing Director. His main responsibility will be to ensure that profit targets are achieved. Expansion is envisaged. Please send C.V. in strictest confidence to:

The Chairman, 2 Hertford Street, Mayfair, London W1.

## Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR

### Marketing Managers

A major career development step with an outstanding high technology company  
Hertfordshire. £20 - £30,000 + car

A multiple Queen's Award winner and world market leader, this client company operates at the very forefront of computer-based colour, laser and electronics technology. It continues to expand rapidly from a strong financial and highly sophisticated product base in one of the world's fastest moving and most creative industrial market sectors. In the USA, Japan and elsewhere, market share is increasing dramatically as a result of total product superiority. Against this background the company wishes to appoint three top marketing specialists, with significant potential for development in general management. Accountability in each case will be for a defined product range - specifically for all marketing and product evolution strategy and international business development programmes from concept to implementation. The roles impact directly on profitability and new business opportunity and therefore require proactive, astute and highly able marketing professionals with an outstanding international marketing experience in high technology capital equipment. The prospects for high achievers in this company are genuinely exceptional.

G.T. Walker, Ref: 42590/92/T. Male or female candidates should telephone in confidence for a Personal History Form 07535 50851, 36 High Street, Eton, WINDSOR, SL4 6BD.

## Training Administrator

(Temporary Position to Cover Maternity Leave)

LONDON Circa £8,000 + termination bonus

Arthur Andersen & Co is an international firm of accountants and management consultants with offices near the Strand.

Due to the impending maternity leave of the current job holder, we wish to appoint a Training Administrator for the Accounting and Audit Division. Reporting directly to the Training Administration Manager, the successful candidate will be responsible for the administration of the training function. Tasks will include:-

- Arranging training courses, conferences and facilities
- project co-ordination of course material design and development
- the maintenance of computerised training records and evaluation
- producing monthly reports on training activity

Preference will be given to candidates who are able to demonstrate practical experience of clerical and administrative systems, preferably gained in a professional environment.

Experience of organising conferences or training courses would also be an advantage. It is envisaged that employment will commence on 1 July 1985 and will last until 1 August 1986. If, for any reason, the current job holder does not return then the person appointed to this temporary position will be invited to apply for permanent employment. In any case, every effort will be made to identify suitable other employment within the firm upon the return of the current job holder.

We believe this will provide an ambitious young professional administrator with an interesting and challenging role and the opportunity to work in a highly stimulating environment.

Applications which will be treated in the strictest confidence should be sent to:

Miss E. B. Vale,  
Divisional Personnel Manager - Administration,  
Arthur Andersen & Co,  
1 Surrey Street, London WC2R 2PS.

**ARTHUR ANDERSEN & CO.**

## Technical Sales Executive

DEALING ROOM SYSTEMS

CITY C £25K+Car+Benefits

Our Client is a leader in the provision of real time financial information and interactive dealing systems which are provided to clients in international banking, commodities trading and other financial sectors.

The role of the Technical Sales Executive is to provide a high level of sales support to major account salesmen. This entails full project responsibility from the commencement of negotiations through to the successful closing of the sale.

This calls for an engineer with highly developed commercial instincts who can demonstrate relevant experience within the business communications or computing sectors with applications knowledge of the City and financial markets.

Applicants of either sex preferably in their late 20's or 30's should apply to Hugh Dixon on (0962) 53319 or write to Johnson Wilson & Partners, Clarendon House, 33 Hyde Street, Winchester, Hampshire, SO23 7DX quoting reference number 605.



**Johnson Wilson & Partners**  
Management Recruitment Consultants

## MEMBERSHIP DEPARTMENT MANAGEMENT

Central London £12,000-£16,000

This vacancy is a key role within our client's Information Services department providing a first-class career opportunity to join a major professional service organisation with a large international computerised membership list.

The person selected will ideally have experience of a similar service role. He/she will require good communication skills and strong mathematical ability to provide an effective service.

The successful applicant will be supported by a small team and will be able to look forward to a rewarding and challenging future.

The conditions of service are above average and include a generous holiday allowance, excellent pension and BUPA.

For a confidential discussion, contact our London office on 01-353 0981 or send your C.V. quoting reference T/0606/SI to

Myriad Appointments (London) Ltd,  
30 Fleet Street,  
London, EC4Y 1AA.

**myriad**



# GENERAL APPOINTMENTS

Trade 01-278 9161/5

## SAUDI ARABIA

The following senior port positions exist in the Kingdom of Saudi Arabia.

### CARGO HANDLING OPERATIONS MANAGERS:

Master mariner with 5 years' experience in port ops cargo handling.

### CONTAINER TERMINAL MANAGER:

Master mariner with 5 years' experience in container terminal operations.

### ELECTRICAL ENGINEER:

Degree in electrical engineering, 12 years' experience including 5 years installing high tension distributing systems.

### MECHANICAL ENGINEER:

Degree in mechanical engineering, 15 years' experience including 5 years in work related to cargo handling equipment.

### CIVIL ENGINEERS

Degree in civil engineering, 15 years' general experience including installation and project management of port facilities.

### STATISTICS EXPERT:

University degree with 5 years' experience in port statistics including 2 years using computers.

All positions are bachelor status carrying attractive salaries with regular leave and free food and accommodation.

Please send full C.V. and copy of qualifications to:

Pleson Ltd., Little Ford House, Tibby Decks, Tibby, Essex RM18 7EH, or telephone 03752 3444, Ext. 518/287 during weekday office hours.

## Petrochemical & Process Plant Design and Contracting Engineers & Designers

# Take a close look at us and give your family a day out

Civil-Structural-Vessels-Heat Transfer-Piping-Machinery-Electrical  
Instrumentation-Control-Package Plants-Chemical Process-Planning-HVAC

**SATURDAY 15th JUNE 1985**  
**10.00am to 4.00pm**

As a result of our full order book (mid and long-term projects) we have immediate vacancies for additional permanent staff in all technical disciplines.

If you have a minimum of five years experience in Petrochemical or Process Plant Design together with relevant qualifications and would like to bring your family to Crawley to discuss joining us, please phone Crawley (0293) 28755 Extns. 2088/2020/2076 up to 7.00pm to reserve one of the available places for this "Open Day".

Refreshments will be provided. Ample Free Parking. Travel Expenses will be re-imbursed to those invited to attend. Childrens Video Show.

**THE COMPANY**  
Career Prospects - Technical Developments - Relocation Assistance - Pensions

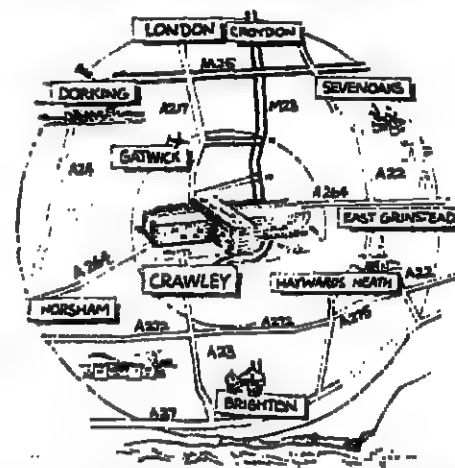
**THE AREA**  
Housing - Schooling - Leisure Activities - Local Transport - Job and Career Opportunities for Wives and Children. Conducted tours of the area by mini-bus.



**Babcock Woodall-Duckham Ltd**

A Babcock International Company

If you cannot make this date please forward your current CV marked for the attention of Alan Robson, Personnel Department, Babcock Woodall-Duckham Limited, The Boulevard, Crawley, West Sussex RH10 1UX.



## Electrical Engineering Offshore-LONDON BASED

### Team Growth. Career Growth

In the past 12 years, we at Worley Engineering Limited have successfully applied our extensive Project Management, Engineering and Design skills to many of the world's most prestigious construction projects, both on and offshore. Now increasing demand for our expertise worldwide means we need to further strengthen our Electrical Engineering capability with the addition to our team of a number of high-calibre personnel. While preferences will be given to engineers with a background in our own industry, we will also be pleased to discuss these opportunities with people whose CVs carry strong evidence of success in systems design in other fields.

### Principal Engineers - Chartered

To assist in departmental management and provide technical and administrative direction and control of various design projects.

### Senior Engineers

For the design development of generation, distribution and control schemes, power system analysis, protective relaying schemes and major equipment specifications.

### Senior Designers

With expertise in plant layout and control and ambitions to develop their skills in computer aided design. We are willing to provide training in suitable people who have an affinity to CAD.

The salary and benefits packages for these new appointments fully reflect their importance in our continuing growth and are all you would expect of an entry industry leader. While the prospects for further professional development from this team should be excellent. For more information and to arrange an early discussion, please phone for an application form or send your CV to: Mr R. Stelfox, Worley Engineering Ltd, Worley House, 225 High Road, Wood Green, London N22 4HQ, 01-608 3121. Worley Engineering is an equal opportunity employer.

**Worley**

A member of the AMEC Group of Companies involved in the Design, Construction and Management of projects worldwide.

In our European Technology Laboratories in Neuss and Hamburg highly qualified scientists and engineers are working on projects and solving today's and tomorrow's problems. With courage, creativity and power of judgement they secure the long term targets of 3M Company's worldwide operations. These people are stamping our company inside and out with the mark of their own personal success.

**3M Laboratories (Europe) GmbH**  
SECURE THE FUTURE THROUGH INNOVATION

# 3M

3M Laboratories (Europe) GmbH, Abt. Personalwesen  
Hammfeldamm 11, D-4040 Neuss 1, Att. Mr. W. Kock

## At a career crossroads?

Reckless? No progress or prospects?  
On the wrong treadmill?  
SNT's team of experienced consultants offer a range of services individually tailored to assist senior managers (men and women) in mid-career, including: assessment, profiling and career guidance; objective job search (identifying unadvertised vacancies, UK and abroad) - successful conclusion guaranteed; written writing; interview training, etc.  
For an exploratory discussion (in confidence and without obligation) please contact:  
Tony Overton  
Michael Wood  
John Blair  
Graham Medcroft  
Bristol (0272) 211967  
Barnbury (0298) 59685  
Oxford (01853) 575090  
London (01) 499 0321  
Search and Assessment Services Ltd  
Head Office: 23 High St, Barnbury OX1 6 8QJ

## YOUR ROLE IN A NEW ERA OF INFORMATION TECHNOLOGY

**SALARY RANGE**  
**£13,000 - £21,000 p.a.**

BP have always believed that information is a strategic commodity vital to the Group's continuing growth and development. Resourcing this belief are over 500 staff within the Central London Information Systems Service Department, specialists in the design, development and support of business information systems and giving worldwide clients advice and assistance.

A new phase of capital investment has created a requirement for a range of staff, including **PROJECT TEAM LEADERS and TEAM MEMBERS**, all of whom should possess comprehensive knowledge of the design and implementation of application systems. Using a range of equipment including IBM 3090/4300, DEC-VAX, Univac Mainframe and a variety of micro/PC equipment, they will quickly bring a new biting edge to the overall team effort and should possess experience in one or more of the following:

- Financial management
- Decision support
- Management Information
- Data administration

An Honours degree is desirable, together with at least three years' practical relevant experience. The positions are at varying levels and will be of interest to those seeking variety, the prospect of international travel, salaries between £13,000 and £21,000 p.a. and, most importantly, the opportunity of quickly expanding one's career horizon in an organisation eager to recognise the importance of information systems building, using modern techniques.

Benefits are substantial and include generous relocation assistance, where necessary.

For an application form please write to or telephone quoting ref. A05:

Susan Skolar, Recruitment Branch, The British Petroleum Company p.l.c., Britannic House, Moor Lane, London EC2Y 9BL. Tel: 01-920 3484.

Or for more information please telephone Peter Hammond on 01-920 7153.

BP is an equal opportunity employer.



## SOUTHAMPTON AND SOUTH WEST HAMPSHIRE HEALTH AUTHORITY

### ASSISTANT GENERAL MANAGER POLICY AND PERSONNEL

The Authority provides comprehensive Health Services to a population of 427,000 in South West Hampshire, has an annual revenue budget of £30 million and employs 10,000 staff. Full support is given to the provision of clinical facilities to the University of Southampton Medical School.

The Assistant General Manager - Policy and Personnel, as a member of the Corporate Executive, will be accountable to the District General Manager for:

- Policy development and monitoring District and Unit Performance.
- Personnel, Manpower Planning and Training.
- Business Management of the Authority.
- Management Services.

Candidates should have a proven record of successful management at a senior level in a public or private sector, demonstrating the ability to manage change in a multi-personnel organisation. The appointment will be for a fixed term of 5 years in the first instance, extendable by mutual agreement. Salary will be negotiable.

For further information applicants should contact: Mr P. A. Shaw, District General Manager on Southampton 777222 Ext 3017.

Application forms and job descriptions are available from: Personnel Services, District Personnel Department, Southampton and South West Hampshire Health Authority, Tremona Court, Tremona Road, Southampton, SO1 6NU. Ext: 3144. Closing date: 28th June 1985.

## HAWKER SIDDELEY

### ASSISTANT COMMERCIAL MANAGER

Gloster Aero Limited, a Hawker Siddeley company, requires an Assistant Commercial Manager in their Inquest Division, which specialises in thermal and acoustic insulation products.

The successful applicant will be qualified to HNC standard. Experience of estimating, sheet metal fabrications, welding and fastening methods is required. Familiarity with MOD procedures and commercial law would be advantageous. Please apply to: The Personnel Department, Gloster Aero Ltd, Gloucester Trading Estate, Haslecombe, Gloucester. Tel: 0452 68321.

## RETAIL MERCHANDISE INTELLIGENCE Consultants on Retention

Leading Middle East Retailing Group requires detailed market information, on an on-going basis, in the following product areas:

1. Toys & Hobby
2. Sports & Leisure
3. Cookshop/Home Entertaining
4. D.I.Y.
5. Occasional Furnishings
6. Patio, BBQ & Outdoor living
7. Childrenswear
8. Audio/Video/Photo

We require one succinct monthly report outlining:

- a) New Products/developments/concepts
- b) Fast moving items/product groups
- c) Supplier sources
- d) Product values.

Applicants must be in current employment in a Senior Buying position with a leading retail outlet or group, and have a minimum 3 years experience in the product area. Fees and expenses negotiable. All replies will be treated in the strictest confidence. Reply Ref. RM1-1 to: Miss S. Barriball PACE (UK) Ltd, 39/40 Portman Square, London W1.

## Director of Sales & Marketing

This is an exciting opportunity for a successful professional to join a dynamic, international hotel company working in a great prestigious property. Applicants must have a proven track record in the leisure industry, particularly luxury hotels. Knowledge of a European language would be preferable. An attractive salary and benefits package will be offered to the successful candidate. Applications should be in writing, enclosing a recent photograph to: Mr. W.F.A. Nischke, The Dorchester, Park Lane, London W1A 2HJ.

## RETAIL PROFESSIONALS

The opportunity of a lifetime - Managing a prestigious Department Store in Kuwait City.

**£18,000 + BONUS + GENEROUS BENEFITS EXCELLENT CAREER PROSPECTS**

The Company is part of a large international Group, broadly diversified, with representation in all the key business Capitals of the world. The Company has ambitious plans for retailing both in the Gulf region and internationally. In line with the development of our flagship Kuwait Store we wish to appoint a:

### STORE OPERATIONS MANAGER

Your key tasks are to manage and develop day-to-day Sales Operation and as part of the Management Team, you will also make a significant contribution to future strategy. The need is for a thoroughly experienced individual who can demonstrate a good intellect, first class communication skills and most importantly a proven track record of management in successful major retail outlets. The salary is attractive - in the region of £18,000 p.a. plus bonus (free of local tax) plus a comprehensive range of benefits including: Relocation Expenses, Company Car, Free Furnished Accommodation, Medical Insurance, 30 days Annual Home Leave with air fare. The initial contract period is for 2 years renewable. Single status preferred. If you are interested in this career opportunity please write in the first instance with a full C.V. (including a daytime/evening telephone number for early contact) to:

MISS S. BARRIBALL PACE (UK) LTD, 39/40 PORTMAN SQUARE, LONDON W1.

## PERMISSIONS ASSISTANT - KING'S ROAD SW10

The Permissions Assistant is required to handle day to day administration of requests to use copyright material published by Penguin Books.

We require someone with a keen eye for detail who has the ability to work without supervision and who is able to cope with a heavy workload in an organised way. Some knowledge of publishing, particularly of copyright and subsidiary rights would be an enormous advantage although training will be given.

We offer a competitive salary, twice yearly bonus, travel supplement and £1.05 per day L.V's. Please write giving full details of qualifications and previous experience to:

Jeni Latham, Personnel Manager, Penguin Books Limited, Bath Road, Harmondsworth, Middlesex UB7 0DA.



**PENGUIN BOOKS LIMITED**

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# GENERAL APPOINTMENTS Trade 01-278 9161/5

## TAX TRAINING an EXPERIENCED TAX SPECIALIST

*Is required to lead the tax  
training for our National Tax  
Service.*

The successful candidate will be responsible for the preparation and presentation of training material which will involve direct personal participation and will report direct to the firms National Director of Training.

A thorough knowledge of Direct Taxation in all its aspects and its practical application gained principally in the profession is essential in addition to appropriate experience in training.

It is anticipated that this assignment will be for a limited period of 2 years followed by a transfer to a senior position in the Corporate Tax Department of the London office.

Please write to:

Paul Morris, National Tax Director, 8 St. Bride Street, London, EC4A 4DA. Enclosing a C.V. giving full details of experience.

**BINDER HAMLYN**  
Chartered Accountants

## Marketing Manager

£17,500 + Commission and Car

NETWORK NINE is a fast growing new venture from British Telecom and provides sophisticated communication and office services from its London (West End) base.

These services are sold to companies and individual executives who need flexible and short-term access to a wide range of facilities from electronic mail to conference and office space. It appeals to fast-growing companies and business visitors to the UK.

To develop and lead the marketing of this venture in its expansion beyond London and the UK, the Marketing Manager will

need to draw on experience and proven ability in a service orientated environment. Candidates are likely to be in their late 20's or early 30's and possess very good presentational and analytical skills.

Applicants should send their CVs to Martin Barden at British Telecommunications plc, Room 110, 85 Watling Street, London EC4M 9BN. Please quote reference ST24



Further information about NETWORK NINE can be obtained from David Brunnen on 01-629 9999

Express Dairy UK Ltd., one of the country's largest Dairy Food organisations has a vacancy in the Research and Development Department.

## DEVELOPMENT ANALYST

£8,100

Working in a small team, this position involves analytical instrument evaluation and method development. You will be reporting to the Technical Advisor - Rapid Analytical Method Development and should be a Graduate in Analytical Chemistry with at least one year's experience in modern techniques of analysis associated with the food industry.

A current driving licence is essential. In addition to the salary detailed, 22 days holiday and membership of the Company's pension scheme are available on completion of the necessary qualifying period.

Application forms obtainable from:

Mr G. D. Evans,  
Personnel Officer - Central Staff,  
Express Dairy UK Ltd.,  
Block 1, 430 Victoria Road,  
South Rulaby,  
Middlesex, HA4 0HF.  
Tel: 01-845 2345 Ext.  
3551/3370.

## A REWARDING OPPORTUNITY IN INVESTMENT MARKETING

LONDON - TO £30,000 + CAR + BENEFITS

The London Investment Office is a rapidly growing business creating high return non insurance investment packages for presentation to corporate and private investors, both in the UK and overseas.

We are currently seeking a new member to our small, dynamic team with responsibility for presentations to our clients and the development of the brokerage side of our business.

The position will appeal to those in their 20's or early 30's with good selling skills. An interest in financial or commodity markets is essential.

The rewards for the right person are substantial and will appeal to those capable of earning in excess of £30,000 per annum. A company car and BUPA medical cover are included.

To apply please write or phone in the first instance to Peter Smith, at the London Investment Office.



2 Duke Street, Manchester Square, London W1M 5AA.  
Telephone 01-486 9118.

## LIFE SALES MIDDLE EAST

£20,000+

THE COMPANY - Independent Brokers established in 1968 with extensive connections in the Middle East require experienced Salesman for expansion programme.

THE JOB - To service and develop existing clientele.

THE REWARDS - Our present sales force are averaging £25,000.

THE OBSTACLE - You must have a proven track record of direct selling in the Life Assurance Industry.

CONTACT: PHILIP RIDGWAY,  
MANAGING DIRECTOR  
YOUNG RIDGWAY & ASSOCIATES LTD  
8 West Street, Farnham  
Surrey GU9 7DN  
0252-727122

## RECRUITMENT MANAGER

With our continuing and rapid expansion the recruitment of security guards and management personnel is of paramount importance.

The task will be to analyse, co-ordinate and develop recruitment nationwide with special responsibility for six operational centres in S. E. England. The Manager will be based in London.

You should be a successful business-minded person in your late twenties/early thirties, have at least 5 years experience of recruitment and selection and an impressive track record in achieving targets, deadlines and standards.

Remuneration c. £20,000 and a car.

Please write with full CV to:  
The Deputy Chairman  
Securiguard Services Limited  
10-12 Emerald Street  
London WC1



## House of Lords Library

Graduate for Research

... combining the exacting demands of the House with the excitement of a scholarly library. You will answer requests for information and research from Peers on a wide range of subjects but with an emphasis on economic, statistical and legal information. You will be expected to participate in some general library duties and to become expert at making online searches.

You must already have a degree with 1st or upper 2nd class honours (where divided), or a post-graduate qualification for study or research, preferably in the field of economics, law or statistics. Experience of relevant librarianship or information work advantageous.

Starting salary (under review) may be above the minimum of one of the ranges £9365-£12025 or £7315-£9790 according to qualifications and experience.

For further details and an application form (to be returned by 28 June 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, R21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref: G/6563.  
An equal opportunity employer

## PROGRAMMER/ANALYST

The Medical Research Council's Social Psychiatry Unit currently maintains a large research database on the University of London's Amdahl 470 computer. This is used for producing statistics and as a sampling frame. Existing programs are written in FORTRAN, and a programmer with suitable experience of this language is sought to undertake the programming necessary for storage, retrieval and analysis of the data.

It is envisaged that a large part of the data will be restructured in the near future and the postholder will be expected to make a major contribution to the planning and implementation of the change.

A separate project, which the postholder will have primary responsibility for, will involve the design of a micro-based information system for use in clinical psychiatry.

Salary will be in the range £8,993 to £11,229 plus £1,300 London weighting and a supplement to cover superannuation payments.

Further details and application forms may be obtained from Geoff Dax, MRC Social Psychiatry Unit, De Crespigny Park, London, SE5 8AF (Telephone 01-703 5411, Ext 219).

## Assistant Financial Director

A Lloyd's Broker with international connections wishes to appoint an Assistant to the present Financial Director with a view to succession within three years.

Candidates must be qualified and between 35 and 45 with practical experience of Lloyd's broking and the insurance market. They must also have the financial flair to assist in creating opportunities to expand the group.

Practical experience in Data Processing will be essential.

Salary and benefits will be commensurate with the successful candidates qualifications and experience.

Apply Box 0908 W, The Times

## ADMINISTRATIVE MANAGER

Required for roof garden restaurant/club in Kensington. Banqueting experience and proven managerial ability essential. Special responsibilities to include pre-planning and overseeing functions, liaison with accounts, food and beverage control and monitoring kitchen performance. Age 25-35, salary negotiable. Write to:-

Mr N. Smallwood,  
25 Fawcett Street,  
London SW10 9EY.  
Enclosing CV and photograph

## The Alister Hardy Research Centre, Manchester College, Oxford RESEARCH ASSISTANT

required for content analysis of written accounts of religious experience. Background in Sociology or Psychology of Religion and some familiarity with computing techniques desirable.

Appointment initially for one year from September 1985. Salary range £6,800 to £7,800 p.a. Letters of application, C.V.'s and names of two referees to:

The Alister Hardy Research Centre,  
Manchester College, Oxford, OX1 3TD.

## ESTABLISHED SAUDI ARABIAN COMPANY require the following personnel for landscape maintenance project.

### 1. Project Manager

The Project Manager should have a 4 year degree in agriculture or landscape architecture. 5 years experience in landscape management.

### 2. Area Landscaping Manager

The landscaping manager should have a 4 year degree in horticulture with experience in commercial-industrial landscaping.

### 3. Irrigation Manager

The Irrigation Manager should have a 4 year science degree in engineering with at least one years experience as an irrigation manager.

### 4. Landscaping Supervisor

The landscaping supervisor should have a 4 year degree in horticulture or related science, minimum 3 years' experience in landscaping.

### 5. Irrigation Supervisor

The Irrigation supervisor should have a 4 year science degree in irrigation or agriculture engineering, minimum 3 years' experience in operation and maintenance of irrigation equipment.

### 6. Pest Control Supervisor

The Pest Control Supervisor should have a 4 year agricultural degree or equivalent, with 3 years' experience in pest control management or entomology.

Commence July 1st 1985. Applications in writing with C.V.s and photo to:-

Linda Jones,  
69 Kilnwick Street,  
London W10  
01-948 8543

## LEWIS SILKIN Solicitors

Partnership Secretary/Administrator

Experienced Administrator required to be responsible for the Administration of our offices in Victoria and Peckham.

This is a new appointment and therefore offers great scope to the right applicant who will need to demonstrate a mature authoritative and flexible approach to the post.

Remuneration package to reflect age and experience.

Please send full CV to 33/91 Victoria St, London SW1H 9HW, Ref. M.G.

## Marketing Executive

BRISTOL

C.H. Pearce & Sons (Contractors) Ltd. holds a prominent and successful position in the construction market in the South West of England, and is part of the Pearce Group of Companies which has a current turnover of approximately £40 million per annum.

Based at the Company's Head Office in North Bristol, the Marketing Department now has an opportunity for an experienced Marketing Executive to join the existing team. Applicants should be either technically or professionally qualified, with several years' previous experience in marketing, preferably within a related industry or environment.

The successful candidate can expect to become fully involved in all aspects of the marketing function. The post therefore offers both scope for considerable responsibility and progression and an attractive remuneration package.

Please write, with full career details, to:- Alison Lifford, Group Personnel Manager, C.H. Pearce & Sons (Contractors) Ltd., Parklands, Stoke Gifford, Bristol BS12 6QU.



## MAF

Ministry of Agriculture and Fisheries

SCIENTIST - MEAT RESEARCH  
RUAKURA ANIMAL RESEARCH  
STATION  
HAMILTON, NEW ZEALAND  
VACANCY NO 4010

A vacancy exists for a scientist to evaluate and translate the requirements of consumers and processors of New Zealand meat into prescriptions for production by the New Zealand farming industry. The greatest emphasis will be on beef, but opportunities exist for work on other species.

The Station has a modern, fully equipped research station, and access to large amounts of research data. Knowledge of carcass assessment and meat quality measurement methods (composition, palatability, microbiological) is desirable.

Ability to motivate and organise staff is required and skills in communicating results, both in written form and verbally desirable.

PhD with Meat or Food Science required. Salary up to \$26,113 dependent on educational qualifications and relevant work experience.

Applications should be in writing and accompanied by a curriculum vitae quoting the vacancy number shown in the advertisement and mailed to:

The Senior Executive Officer (Personnel Services)  
Ministry of Agriculture and Fisheries  
Private Bag, Wellington, New Zealand.

Applications close 6 weeks from the date of this publication. Further details of the position are available from:

The Director, Ruakura Animal Research Station, Private Bag, Hamilton, New Zealand.



# GENERAL APPOINTMENTS

Trade 01-278 9161/5

**How does a career in Micros and £32K pocket money sound to you?**

**M**  
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Originals

## SALES MANAGERS \*\*\*\* SALES EXECUTIVES \*\*\*\* TERRITORY SALESMEN/WOMEN

Microplan (Strand) Limited are expanding their salesforce to accommodate another West End, prestige Sales Office, this time in SW1.

If you are able to project yourself in a firm but professional manner, whilst assisting Corporate Clients to construct and manage their Micro-Computer strategies, then you are the right material for us.

We also have a large and profitable base of smaller customers who respond to the "Solution Sale", and buy peace of mind and confidence from us, rare commodities in the computer business you might think... essential requirements for our staff.

The rewards are high. You will receive a permanent guarantee of £14K, which is the base of our £32K standard package for achieving target.

However, the high rewards accelerate after achieving target.

Other standard benefits include a Volvo 240, all motor expenses, and an expense account.

If you feel that you could manage high pressure, high standards and high rewards - phone George Gibson for an interview on 01-930 0417 or write to him at: Microplan (Strand) Limited, 1 Durham House Street, Strand, London WC2N 6HG.

## SIEMENS

London  
Interviews

## Telephony Design Opportunities FLORIDA, USA

Siemens Communications, one of the world leaders in public exchange switches, is entering the US market-place with its advanced digital central office switch. We are currently seeking qualified professionals to assist us in this design and development work at our Florida R&D Headquarters. You MUST have a minimum of BSc AND at least two years experience in

TELEPHONY SOFTWARE DESIGN and/or  
TELEPHONY SYSTEMS DESIGN

When you join Siemens you'll be working with a world leader in the telecommunications industry. Our R&D facility is located in Boca Raton on Florida's Atlantic coast where you'll find the charm and friendliness of a small town nestled in a fast-growing, high-tech community - cosmopolitan in every way with a wide variety of year 'round outdoor activities.

All hires are provided visa, family relocation/settling-in expenses, US salaries and comprehensive benefits.

To establish an interview, please send your CV including telephone number, in confidence, to: Robert Storch, Siemens Communication Systems Inc., c/o Hodes-Riley Recruitment Ltd., Old Court House, Old Court Place, Kensington, London W8 4PD.

## GRACE

The European Dares Division of W. R. Grace & Co., with manufacturing and marketing operations throughout Europe seeks an

### OFFICE SYSTEMS ANALYST

to join a newly formed team, located in the company's European data centre south of Paris, promoting and assisting the introduction of automated office systems.

Our data centre maintains a SNA communication network connecting the European operating units and recently installed DISOSS office system under MVS on its mainframe.

The major responsibilities of this position are:

- ★ to fully understand and test DISOSS functions
- ★ to define and clearly document all standards and procedures related to DISOSS
- ★ to provide effective user support

The ideal candidate will be educated to a degree level, interested and knowledgeable in the development and application of automated office systems, able to communicate in English and one other European language, willing to travel fairly extensively throughout Europe, familiar with IBM's DISOSS and other office systems products, architectures and communications.

This is a challenging career opportunity for a young, dynamic office systems analyst where progress will depend on achievement, and where employment conditions and rewards reflect the importance of this position in a successful, multinational growth organization.

Please call for an application form or send your curriculum vitae to:

GRACE INDUSTRIAL CHEMICALS, Inc.  
Personnel Department  
Montchoisi 35 - P.O. Box  
1001 Lausanne, Switzerland

## Senior Project Manager (Financial Systems) Package c £20K

Thomas Cook Financial Services is the second largest issuer of travellers cheques in the world and is a major force in the wholesale currency note dealing market.

The company wishes to appoint a senior systems professional to manage a new project in the financial services field with global applicability. The post involves developing systems plans in conjunction with Board Directors and Senior Management, and then managing the team of analysts and programmers to ensure successful implementation.

The appointee will work within the Computer Systems Development Division of Financial Services based in the Peterborough Head Office. The area offers first class education, leisure and shopping facilities. Relocation costs will be paid if applicable.

The Division is responsible for all Financial Services systems developments worldwide and is involved in work on mainframes, minis and micros, operating in 12 countries (and expanding). International travel will therefore be necessary.

The successful candidate will have several years' experience of project management, preferably in financial systems, and will be able to demonstrate the interpersonal skills necessary to persuade and motivate user management. He/she will be oriented towards the overall commercial objectives of the business and the job may provide a stepping stone for someone with long term potential to develop his/her career into general management outside data processing.

The remuneration package includes a company car, profit sharing, mortgage subsidy, contributory pension, 23 days holiday and travel concessions.

Those interested should apply with a CV to: Miss Virginia Wood, Personnel Manager, Thomas Cook Financial Services Limited, PO Box 36, Thorpe Wood, Peterborough, PE3 6SB.

**Thomas Cook**  
An equal opportunity employer.

## EDITORS COMPUTER PUBLICATIONS AUSTRALIA

Attractive opportunities exist for experienced Computer Writers, in Sydney, Australia, with the leading weekly newspaper *Computerworld* and the only magazine in Australia about IBM Personal Computers and Compatibles. A contract period of one to two years would be considered. *Computerworld* in the UK is part of the Computerworld Family.

★ *Computerworld* - two top journalists required, one to be the News Editor. Candidates would be likely to be in senior positions currently on UK Computer Newsweeklies.

★ *Australian PC World* - Editor will be selected from candidates with sound technical knowledge of the IBM PC and involvement in the IBM Personal Computer Culture.

Only genuine applications, please.

Interviews will be held by *Computerworld's* Managing Director, in London, on June 13 and 14. To arrange, please telephone Clare Harrowell on 01-631 9252, in strictest confidence.

## MOST UNUSUAL OPPORTUNITY

An unusual opportunity for a couple to head up a small team developing new holiday ventures in Scottish Highlands. The successful applicants will be aged between 25-45, have had previous experience in hotel or estate management, be imaginative, keen and willing to help in all aspects of a practical day to day nature but also able to take on a high degree of responsibility. A current driving licence is essential. Salary £10,000 plus bonus and flat. Apply with references to:

BOX 2310 L,  
THE TIMES

## ACCOUNT MANAGER PLANNER FOR BLUE CHIP FRAGRANCE BEAUTY ACCOUNT

● You know the fragrance and beauty/tolary market? We have a rewarding job for you.  
● Job involves taking full responsibility for a famous blue chip fragrance/beauty account. You will be responsible for the organization, ability to make decisions and manage.

● You get all the authority you can handle, we need. Fine agency, usual nice working conditions and good pay. Write with CV to Box 2310 L, THE TIMES

## TRAINING OFFICER

£10,000 + car

A major hotel chain, based in Slough requires a self-motivated person (25-30), willing to travel, to provide a professional training services to on-site managers. Previous training and development experience essential, preferably in hotel and catering. Relevant degree or diploma desirable. Tel:

01-580 9845  
Tutor Appointments,  
29, St. Portland St.,  
W.1.

## RECRUITMENT

We are a privately owned employment bureau, situated in the West End of London, seeking to expand within the "Special Recruitment Field", consequently we are interested in hearing from parties with proven ability in any specialist area, i.e. Accountancy, Computers etc. who would welcome the opportunity of complete financial backing to create and develop their own division. Basic salary to £15,000 + Commission + Profit Share. Please Telephone: LYV BAIRD on 01-439 0482 (24 hrs) Faithfield Personnel.

## GRADUATE/A' LEVELS (TECHNICAL SUBJECT)

To quickly train as property administrator for Mayfair Property/Restaurant company. Free lunch, 10am - 6pm.

Phone 01-493 1960

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Three trainee Executives aged 21+ required for established London Consulting. Anticipated first year earnings circa £12,000.

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INTERNATIONAL TRADE FINANCERS  
All correspondence to: 22 Hammer Square, London W1R 9DB

Julian Clark  
5th Floor Classified Advertising  
The Times  
200 Gray's Inn Road  
LONDON WC1C 1

29 April 1985

Dear Julian Clark

You may recall that I placed an advertisement in the General Appointments Section of The Times last Thursday, headlined "International Trade Foreign Exchange."

To date, and this is not counting today's second post, I have received 309 replies, which is an unprecedented response.

With the exception of, say, four or five, all the others have been of an exceptionally high standard which has and is making my first shortlist extremely difficult. **THE TIMES** Britain's fastest growing recruitment market-place.

Yours sincerely

*Maureen Curry*  
Maureen Curry

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DIRECTORS:  
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## Computer Sales + Accounting £30K (OTE)

Well established and reputable systems house require

### A solution sales person

Applicants should have proven sales ability, an accounting background together with an insight into professional computer systems.

Excellent basic plus generous commission.

For further details please telephone or write to:-

Pauline Vardy,  
OSCO Computers Ltd.,  
164 Gray's Inn Rd.,  
London WC1X 8ED  
01-432 2588

## SPEAK WELL? START SOON?

If so telephone me immediately, as long as you need to earn £500+ per week, are aged 24-50 and can work near Cricklewood/Brent Cross. All you need is a good voice, reasonable intelligence and determination. You do not need a car or home phone and work is in our offices in normal hours only.

Robert Talbot  
01-450 9322

## THE ARTS CLUB

### CLUB SECRETARY

Seek new club Secretary to assume overall responsibility for management of the Club's operations and affairs. The successful applicant is likely to be a mature person, not necessarily with previous experience of Club Management, but with proven success with managing a substantial organisation, with ability to get on/relate successfully with the membership and staff, and familiarity with accounting systems. The candidate will be expected to be in sympathy with the traditions and rationale of the Club as a members' Club with an Arts emphasis. An ability to bring fresh thinking to the Club's organisation and affairs will be of the essence. This is an attractive and prestigious appointment with the opportunity for a rewarding career for the right person. Salary is negotiable for the right candidate, and not less than £20,000 p.a.

Applications in writing with career details to:-

Miss Wilson, Arts Club,  
40 Dover St, London W1X 3RS

## BUSINESS EDITOR

You have a degree in economics that has multiplied itself several times over because you have married it to a long and wide ranging experience in a senior post in a reputable organisation. You have a way with words because you love them. Businessmen know you intimately because you have dealt with them at the highest level. You have an enquiring mind that is restless with surface explanations. Not necessarily a polyglot, but in addition to English you command at least one African language, and you hold Arabic in reserve for awkward moments. You are preferably a resident here. If you are all these you are the person for the job of Business Editor in a leading monthly published from London.

Salary range: £12K - £14K.

Send your C.V. to: The Director, 55/57 Banner Street, London EC1.

SALES/REPRESENTATION for small Trade publication, involving and advertising space sales, and editorial work, with a view to establishing a new publication in the field of small business. 200 Lons Lane, S.E.1, 4Q6.

SALES/REPRESENTATION for small Trade publication, involving and advertising space sales, and editorial work, with a view to establishing a new publication in the field of small business. 200 Lons Lane, S.E.1, 4Q6.

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GRADUATES and professional people required for marketing and sales in the field of small business. 200 Lons Lane, S.E.1, 4Q6.

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GRADUATES and professional people required for marketing and sales in the field of small business. 200 Lons Lane, S.E.1, 4Q6.

## CONSERVATIVE RESEARCH DEPARTMENT

### Head of Home Affairs Section

Applications are invited for the above appointment, which involves the supervision of a small team covering the Department of the Environment, Home Office, DfSS and Education. The successful candidate will join with the Director and other senior members of the Department in planning its activities between now and the next Election. The person chosen is likely to have good academic qualifications and relevant experience in, for example, the Civil Service, Local Government, Voluntary Organisations or Higher Education. He or she is likely to be aged between 25 and 45. A definite commitment to the Conservative Party is, naturally, essential.

Salary commensurate with experience. Write, giving details of age, qualifications and experience to: The Director, Conservative Research Department, 32 Smith Square, London SW1P 3HE.

## A CHANGE OF DIRECTION

If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for.

Vacancies exist for self-assured people with ability and business acumen to train for a career within the financial services industry.

Exciting opportunities for personal success and career development are linked with excellent training and the prospect of a very high income.

Without obligation, find out about our direction. If you live in London, Home Counties, East Anglia or the Midlands Dial 100 today and ask for "Freephone Achievement" and speak personally to one of our Allied Hambro Financial Management team.

**ALLIED HAMBRO**  
FINANCIAL MANAGEMENT



## GENERAL APPOINTMENTS

Trade 01-278 9161/5

### Manager, Business Affairs

High Prospects And Rewards To Match For An Ambitious Young Lawyer

RCA Ltd., Records Division is one of the major successful entertainment companies in the UK.

We are now seeking a lawyer for our Business Affairs Department to liaise with Artists and their Management, taking deals from inception to their conclusion. This involves full responsibility for negotiations, and includes the drafting and administration of contracts. Reporting directly to the Director of Business Affairs you will be a lawyer with post qualification experience, which will have been gained in the entertainment industry.

Not a job for a theoretician, this is an ideal opportunity for a practical, hard-working professional, with strong organisational and administrative skills. You will also possess the personality and style to make your mark in this dynamic industry.

An attractive salary is offered, together with a range of company benefits. Please send full career details to Malcolm Nicholson, Personnel Manager, RCA Ltd., Records Division, 1 Bedford Avenue, London WC1B 3DT.

**RCA**

Technology • Entertainment • Communications

## PHOTOSALES

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### RIVERSIDE HEALTH AUTHORITY

#### Co-ordinator of Voluntary Services

GAA Grade - Salary Scale £1,000 to £2,501 per annum inc. pension. The successful candidate will be responsible for the recruitment, training and supervision of voluntary staff in the provision of health services. The post holder will also be responsible for the development and maintenance of a co-ordinating role with other voluntary organisations. The post holder will be required to have a minimum of 5 years experience in a similar post. The post holder will be required to have a minimum of 5 years experience in a similar post. The post holder will be required to have a minimum of 5 years experience in a similar post.

## Sales and Marketing

### IBERIA Regional Manager

#### London

An expanding International Company wish to strengthen their team of experienced marketing and sales specialists at their Divisional Headquarters.

The key task is the profitable development of existing, well founded, and growing products through vigorous and enterprising merchandising and selling. This is done through importers, agents and distributors in the region ably assisted by market managers.

Much scope exists for the exercise of commercial management.

Please write in complete confidence, enclosing a suitably detailed C.V. to:-

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31 Castle Street, Farnham, Surrey GU9 7JB.  
Farnham (0252) 711311

#### c£20,000

talents and marketing ability. Performance standards are stringent and the tempo is fast. Size, challenge and opportunity abound - this is a development post. A particular knowledge of marketing selling in the region and a proven, sustained record of achievement is required in market research, advertising and sales promotion.

You will have a professional qualification, and be aged between 30-40 and have a knowledge of the local language.

## MAJOR SALES OPPORTUNITIES

### SOUTH EAST - MIDLANDS - NORTH ENGLAND - SCOTLAND

Since 1977 this expanding British company has grown to become a major force in the UK sales market, boasting its turnover of £10 million in 1984. Now part of a larger international group the company seeks to broaden its client base within the COMMERCIAL, INDUSTRIAL AND GOVERNMENT SECTORS. With a new range of "equipment" at hand the company can offer fresh challenges to top level sales executives lacking direction in their current positions. These challenges opportunities, resulting from recent internal promotions, will attract candidates with a flair for business, drive, initiative, and a proven track record. There are also openings for those with flexible and innovative sales and marketing skills with excellent product training and career progression.

**MINI-SYSTEMS - GUARANTEED £24,000 O/T £35,000.**  
Top level professionals will be particularly interested in these rewarding and challenging positions with this leading International Computer company. Marketing an advanced range of mini computer systems to commercial end users and major accounts, top executives are currently earning £18,000. (There are also openings for those with flexible and innovative sales and marketing skills with excellent product training and career progression.)

The success of the company is attributed not only to timely and innovative product development but also to the commitment shown to and the development of top level executives. Those with proven B.P. experience will enjoy high personal earnings and major fringe benefits second to none.

MEETINGS CAN BE ARRANGED IN OUR LONDON OR WINDSOR OFFICES TO DISCUSS THE ABOVE OR OTHER COMPUTER OR COMMUNICATION OPPORTUNITIES.

**IPP Marketing**  
20 Kensington Church Street, London, W8 4BP.  
Telephone: 01-224 1044 Telex 21981.

Fast growing service company active in the U.K. oil and gas industry requires at short notice two exhibitors.

## SALES MANAGERS

for its Aberdeen and Great Yarmouth operational offices.

They will be responsible for sales to future and existing clients regarding offshore personnel services.

The company offers excellent career opportunities (both U.K. and international), a competitive remuneration package and participation in future stock option plans.

Preference will be given to applicants with experience and proven success in industrial sales. A good level of technical and commercial education would be an advantage. Age: 28-40.

Please forward your resume accompanied by a recent photograph to:

**DERRICK OFFSHORE LTD.**  
Attn. Mr. Michael Derrick  
56 Long Acree  
London WC2E 9JL

## WEMBLEY CONFERENCE CENTRE

### Sales Office Co-ordinator

£7,500 per annum

If you are a Secretary who wants to do more than just shorthand and typing, an opportunity exists at Wembley Conference Centre to join a small team responsible for Sales and Marketing. Good communication skills and accurate shorthand/typing (90/50) are needed together with a flexible approach to working under pressure - setting out priorities when necessary. Above all you must like working with people and enjoy getting involved. 2-3 years experience with a sales/marketing bias in a service industry would be an advantage. Interested?

Contact the Wembley Staffing Ltd,  
Personnel Dept.  
01-962 8833,  
ext. 320 for more details.

## Exciting Opportunity

Young, expanding company requires two self-motivated people to join enthusiastic team selling office City / West End. Must be 21+, well spoken, F.Y.M. realistic first year earning potential £10,000+.

Please call Nigel Clarke,  
01-678 2488

## TELE-SALES

Public contact in excess of £15,000 p.a. Highly motivated individuals interested in sales and marketing should apply to: **TELE-SALES**, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

## NON-SECRETARIAL APPOINTMENTS

**FRENCH/PAWSON** or French speaking business travel agent, £7,200. French speaking and necessary and spoken fluently in at least two of the above with English as first language essential. Foreign Language Consultant, 200 700.

**RECEPTIONIST** Small advertising agency, W. Bristol person to train and develop. Must be 21+, well spoken, F.Y.M. realistic first year earning potential £10,000+.

**EXPERIENCED FINE PRINTS** RECEPTIONIST responsible for customer service. Previous experience in a similar position. Salary £10,000 p.a. plus benefits. 01-734 6676 2pm.

## BUSINESS OPPORTUNITIES

**FRANCE TV TIME** guaranteed for official international sporting event. Interview to become our sponsor? Reply Box 18 The Times.

## PUBLIC APPOINTMENTS

01-278 9161/5

## GENERAL MANAGER

### NORWICH HEALTH AUTHORITY

The Authority wishes to appoint a General Manager with responsibilities for formulation of policy, objective setting and implementation of change. The post is crucial to the Authority's strategy for more effective management and as head of the Management Team the General Manager will ensure the achievement of financial and performance targets to meet the Authority's emphasis on the best health care.

This post requires a person with wide ranging background in business or public service, showing evidence of ability to achieve in an Authority with a budget in excess of £80 million and with over 7,000 full time staff.

There will be a fixed term contract extendable by mutual agreement and the general terms of service are good. Salary is negotiable around £30,000 p.a.

Further details available from: Mr P R Male, Personnel Officer, Norwich Health Authority, 102/104 Prince of Wales Road, Norwich, NR1 1LS. Tel: (0603) 611233 Ext 207.

To apply: send C.V. and information demonstrating that you meet the requirements of the post, to Mr E W Allaway, Acting Chairman, at the above address, to arrive no later than 24th June 1985.

## KNIGHTSTONE HOUSING ASSOCIATION LIMITED

### DIRECTOR

Due to the retirement of our CHIEF EXECUTIVE in August 1985 we are seeking to recruit a successor, to be based at the Association's Head Office in Weston-super-Mare.

The Association is a Non-Charitable Registered Housing Association operating primarily in the counties of Avon, Somerset, Wiltshire, Dorset, including the inner cities of Bristol and Bath. There are over 2,000 fair rent properties in management with several hundred under construction and planned. There is an administrative staff of 50 plus 20 wardens, caretakers, etc. Regional management offices are operated in Bath, Bristol and Poole.

The policy of the Association is made by its Committee of Management to whom the Director is responsible. The Committee of Management seek applications from suitably qualified candidates, preferably, but not essentially, with a housing association background. This is a challenging position calling for enthusiasm and a high degree of administrative ability and management skill. Salary circa £20,000 plus car and contributory pension scheme.

Application forms are available from:

The Secretary,  
Knightstone Housing Association Limited,  
Union House, High Street,  
Weston-super-Mare, Avon, BS23 1JJ

to whom they must be returned by 31st July, 1985. All applications will be acknowledged and it is expected that interviews will be concluded during September and October 1985. The appointment will be made no later than June 1st, 1986, but this is open to negotiation with the successful candidate.

## UNIT BATH GENERAL MANAGERS

Applications are invited from experienced managerial and professional people for the following new posts in this Health District, which provides services for 400,000 people within an annual budget of £50 million.

UNIT	STAFF	BUDGET
District General Hospital	1700	£20 million
Mental Illness Service	750	£8 million
Community and Mental Handicap	750	£6 million
Neighbourhood Hospitals	1700	£14 million

Salary to be negotiated. Full details from Andrew Wall, District General Manager, Royal United Hospital, Bath BA1 3NG.

Closing date 17th June, 1985.

## HOUNSLOW AND SPELTHORNE HEALTH AUTHORITY

### UNIT MANAGERS (3 posts)

With the introduction of general management in the N.H.S. we wish to appoint experienced managers with a proven record of success in either industry or the public service.

### UNITS

1. West Middlesex University Hospital - budget £26 million, 2,400 staff.  
2. Ashford Hospital - budget £14 million, 1,300 staff.

3. Community and Mental Handicap Services - budget £5 million, 430 staff.  
The posts are for fixed term renewable by agreement. Salary negotiable, but applicants will probably be earning at least £18,000 in their present posts. The posts may be discussed with the District General Manager, Mr J. B. Smith.

Application form and job description from: District Personnel Officer, 92 Bath Road, Hounslow, Middlesex TW3 3EL. Tel: 01-570 7715. Closing date: 25th June, 1985.

## Policy Assistants

(Two posts)

£14,574 to £16,636 inc.

To assist and advise the Committee Chairman and to provide a two way link between officers, the Chairman and other Members. You will be handling vital issues, dealing with Chairman's correspondence/enquiries, analysing major policy matters and providing briefing/advice.

You must be prepared to work hard and be used to short deadlines.

Please send C.V. and brief statement on why you are interested in the posts to Personnel Manager (Ref CE 4) PO Box 240, Westminster City Council, City Hall, Victoria Street, SW1E 6QP. Closing date 27 June 1985.

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One recent Lansdowne applicant received 27 approaches in 5 days. So please sit back, relax and stop waving at us! The next move is up to you, let us help make the right one.

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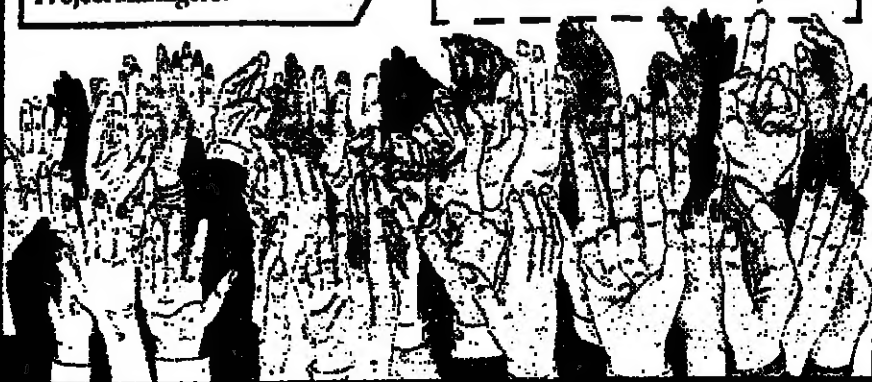
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All posts are open to men and women and our service is completely confidential for companies and job-seekers.

## Lansdowne Appointments Register

Jobs for professionals: Professionals for jobs.



## UNIVERSITY APPOINTMENTS

### LOUGHBOROUGH UNIVERSITY OF TECHNOLOGY

#### MANAGEMENT ACCOUNTANT

The University has created a new post of Senior Assistant Accountant to strengthen its financial administration, particularly in the rapidly expanding field of externally-financed research and related activity. This is a challenging opportunity requiring an imaginative approach to a wide range of high-level demands for financial and management accounting services. A professional qualification is essential and candidates will need to demonstrate substantial experience in a relevant area. Previous university experience is not essential.

Salary will be within Administrative Grade III (£14,135 to £17,705 but subject to an expected increase from 1 April 1985). Application forms and further particulars are available from the Registrar. Closing date: 1 July, 1985.

Loughborough Leicestershire

## FLAT SHARING

Continued from page 26



## HORIZONS

The Times guide to career choice

## Fitting the peg to the hole

Starting a new job is rather like being a child going to a new school, it is exciting but it is also nerve-racking. As well as learning to find your way about the place physically, you also have to learn to find your way mentally.

You have to come to terms with the formal rules - the procedures and regulations, but such harder to grasp are the unwritten rules - the way things are actually done, what is considered appropriate behaviour and what beliefs people hold about the organisation and its members.

Going into a new job and finding out how things are done can be traumatic and as a personnel director who had worked for a quarter of a century for American companies put it "transferring to a new job for a major company was a far greater culture shock than I had ever experienced as an expatriate."

No-one expects a small family firm to share many of the characteristics of a multi-national corporation, but it is commonly assumed that two companies of similar size in the same kind of business will be pretty much of a piece.

A visitor spending a few hours at two such companies often perceives the difference in ambience, without being able to pinpoint what it is or how it is achieved. An organisation's identity may be reflected in how the place looks, what people wear, how they talk to each other, but these are just surface manifestations of how people operate in the company, their shared beliefs and values within the organisation.

This feeling or identity has now been given the rather grand title of

## It focuses on shared values and beliefs

"corporate culture" and due to the success of several recent best selling management books, especially *In Search of Excellence* by Peters & Waterman, senior managers have come to take corporate culture very seriously indeed. According to Peters & Waterman the truly excellent companies have their own strongly identifiable cultures, which are largely responsible for their success. The company must hold up for praise is IBM, which certainly has a strong corporate identity; - as a senior personnel team member at IBM puts it "you can enter it - it's like a warm room - it's all around you".

Corporate culture can best be defined as the pattern of beliefs and expressions shared by the organisation. Put less formally, "organisational culture can be thought of as the glue that holds an organisation together through a sharing of pattern of meaning. The culture focusses on the value, beliefs and expectations that members come to share."

Organisational culture has three main elements: first the core values of the organisation, which define the basic philosophy or mission of the

## Corinne Julius on the problems of adjusting to a corporate culture

to spell out these values for their employees. For example, Hewlett Packard's belief that everyone in the company should behave like entrepreneurs, or IBM's "service philosophy".

Secondly, the content of the culture is communicated through cultural forms, often implicit, such as jargon or special company language, company stories, rituals and ceremonies and details such as dress and design. The third element is the ways of strategies used to build up or reinforce the underlying values such as recruitment policies and promotion practices.

A positive corporate culture offers employees a shared interpretation of organisational events and lays out what is or is not expected of employees. A strong corporate culture helps to develop a commitment to management beliefs and provides a sense of community, reinforcing the individual's links to the company.

The culture also creates a limiting developing an "us and them" mentality. It structures behaviour, defining what is and what is not acceptable.

It is probably no coincidence that IBM, which so assiduously tries to shape its corporate culture, is so successful commercially. Thomas Watson Jr, a former chairman of IBM, clearly believed in the importance of IBM's corporate culture. "I think you will find that it (IBM) owes its resiliency not to its form of organization or administrative skills, but to the power of what we call beliefs and the appeal these beliefs have for its people... I firmly believe that any organization, in order to survive and achieve success, must have a sound set of beliefs on which it premises all its policies and actions."

The corporate culture of IBM is well documented and the induction process for new employees is very thorough. The company's beliefs are set out in every new employee's handbook under three main headings: "Respect for the Individual", "IBM means Service", and "The Pursuit of Excellence".

IBM's goals and values are reinforced by positive action, by training, by communication, by reward and by participation. As Len Pesch - Director of Personnel and Corporate Affairs for IBM U.K. Ltd (and also President of the IPM) puts it: "The culture is reinforced by what I hope is a well thought-out management system, policies, practices and structures which emphasize the culture, and management development methodology which trains managers in it and a communication system which enables information to flow both ways to inform and to enable challenge to take place."

company. Larger companies, particularly the multi-nationals, do attempt

The effectiveness of this positive approach to creating and using the corporate culture has been demonstrated by the researches of Caren Siehl and Joanne Martin. They showed in their study of a high-tech company how it is possible to change the perceptions and behaviours of new staff by a positive training programme. The gradual conditioning of new staff into the corporate culture is used if not so intentionally on many job changers. Strategy for "socialising" new recruits include liberal use and reworking of the organisational story or tale with a company moral.

Company rituals are used on induction courses which often feature videos by senior management. New employees are introduced to company jargon and company jokes, the latter at the expense of competitors, to develop a feeling of "us and them". New arrivals are encouraged to emulate the style and behaviour of certain company approved role models. New recruits are rarely aware of their values change (although their spouses may be) nor are they aware of how these changes are brought about.

Not all corporate cultures are positive. Some organizations have strong corporate cultures, which prevent adaptation to a changing world. In the States the case of AT&T is commonly quoted. An industry with a service ethos, was after decentralization following anti-trust legislation, forced to become more market-orientated.

Brooke Tunstall, a Vice President of AT&T, described in a recent book,

## 'I felt that I had gone through a divorce'

(Personal Loss) the anger and sorrow AT&T people felt. To employees this was no mere organizational reshuffling - it represented an intense personal loss, to a degree that people who never worked in the system may find it difficult to imagine. "I felt that I had gone through a divorce that neither my wife nor my children wanted... it was like waking up in familiar surroundings, but your family and all you held dear were missing." The intensity of feeling engendered by threats to the corporate culture were said to be felt at ICI when Harvey Proctor-Jones became chairman.

Corporate culture, then, however undefinable, is a power to be reckoned with and deserves more serious consideration by the job changer. If you are going to fit the company ethos, rejecting its premises as perhaps undue paternalism, life is likely to be pretty uncomfortable. If the company is going through a radical rethink of its identity, such as after a merger or buy-out, and you are unable to fit in, you may just find yourself squeezed out or if really unable to adapt, and made redundant.

## BANKING &amp; ACCOUNTANCY APPOINTMENTS

## Eurobond Trading and Sales

Hambros Bank Limited is seeking ambitious young individuals to join its Eurobond Desk within the International Debt Issues Division. We are a market in sterling, Australian dollar and New Zealand dollar straights and in the sterling and dollar floating rate markets. Expansion of these activities has led to a number of opportunities on both the trading and associated sales side.

Successful applicants will probably be in their early twenties and will have either had some exposure to these markets or will have had at least two years' experience in economic research with a financial institution. He or she

will be expected to assume responsibility for trading or servicing a group of clients. Consequently, an ability to assess complicated situations, take decisions and communicate effectively are the essential ingredients for success.

Because of the importance of these positions, an excellent salary and a full range of fringe benefits will be negotiated.

Please apply in writing enclosing a detailed curriculum vitae, to Mr. A.F. Brignall, Head of Personnel, Hambros Bank Limited, 41 Bishopsgate, London EC2P 2AA.



HAMBROS BANK

## INTERNATIONALE REVISION UND BERATUNG

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Unsere Auftraggeberin ist die Firma Stinnes AG, eine große Tochtergesellschaft der Veba AG, die mit ihren sehr vielseitigen weltweiten Geschäftstätigkeiten zu den bedeutendsten internationalen Unternehmen Europas zählt.

Die Firma, die in Mülheim in der Nähe von Düsseldorf ansässig ist, möchte jetzt ihr internationales Revisions/Beratungsteam durch die Einstellung eines britischen Chartered Accountant verstärken, der bei einem großen internationalen Wirtschaftsprüfer-Unternehmen ausgebildet wurde. Der erfolgreiche Bewerber muß unbedingt in der Lage sein, sich sowohl mündlich als auch schriftlich fließend in deutscher Sprache auszudrücken.

Einem jungen Chartered Accountant im Alter zwischen 26 und 30 Jahren bietet sich hier eine außergewöhnliche Gelegenheit, für eine sehr erfolgreiche internationale Gruppe zu arbeiten, die auf internationaler Ebene hervorragende Beförderungsaussichten bieten kann.

Schriftliche Bewerbungen sind unter Beifügung eines vollständigen Lebenslaufes in englischer Sprache unter der Kennziffer 5268 an Robert N. Collier oder Neil Gillespie an unserem Geschäftssitz in London zu richten.

410 Strand, London WC2R 0NS. Tel: 01-836 9501  
26 West Nile Street, Glasgow G1 2PE. Tel: 041-226 3101  
113/115 George Street, Edinburgh EH2 4JN. Tel: 031-225 7744  
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## Legal

Appointments  
**TUESDAY**  
01-278 9161/5

**SPECIALISED ACCOUNTANT:** A London based firm of investment and financial consultants with extensive South African client base requires the services of a recently qualified Chartered Accountant in the age group 25-30. The applicant must have received his training at one of the big eight accounting firms and have extensive knowledge of offshore financing and trusts, South African exchange control regulations and estate planning. The job will require considerable travelling. Replies in writing to Box 0908 W. The Times.

## THE MISSIONS TO SEAMEN

## A DIRECTOR OF NATIONAL APPEALS

To raise funds from the commercial sector and to manage the society's trading company. He/she should be a member of the Church of England, have broad administrative experience and skills in communications. Knowledge of marketing will be an advantage. To live within 70 miles of London.

Salary around £25,000 (incl. £10,000 bonus). Car provided. To start August. Apply for job specification before 28 June to: Assistant General Secretary (Administration) The Missions to Seamen, St Michael's Paternoster Royal, College Hill London, EC4A 3RL. Telephone: 01-248 5202

## BANKING &amp; ACCOUNTANCY APPOINTMENTS

Trade 01-278 9161/5

## Senior Accountants Salary: STG 25,000 Free of Tax + Substantial Benefits

A leading public sector financial institution requires two Senior Accountants for its Finance Department in Abu Dhabi.

The institution concerned is actively involved in worldwide securities and other investment on a large scale. The organisation uses sophisticated investment techniques and employs the latest data processing and communications technology.

The candidates appointed will assist the existing financial team in the Finance Department in the following projects:

- (1) THE DEVELOPMENT OF FINANCIAL ACCOUNTING SYSTEMS;
- (2) THE DEVELOPMENT OF PERFORMANCE ANALYSIS AND OTHER REPORTING TECHNIQUES;
- (3) THE PROVISION OF MANAGEMENT INFORMATION TO ALL LEVELS OF MANAGEMENT.

Scope for personal initiative and creativity is high. Duties will involve extensive contact with Directors and Managers and the position offers first class experience.

Candidates should be qualified Accountants aged between 28-35 with good academic record. Relevant professional experience gained either in a leading International Audit firm or directly in an Investment Bank of other major institution is essential. Energy, creativity and tact are key personal requirements.

The candidates will be required to live in Abu Dhabi on married or single status. The remuneration package offered includes a substantial salary, transport allowance, first class furnished accommodation inclusive of all service, 45 days leave per annum, annual return air fares to place of origin, free health care, assistance with education of dependent children and a substantial terminal gratuity. Salary and benefits are at present free of all taxation.

PLEASE SEND FULL CAREER DETAILS TO:

THE DIRECTOR,  
18TH FLOOR,  
99 BISHOPSGATE,  
LONDON,  
EC2M 3XD.

Interviews will take place in London in July or August, 1985.

## PUBLIC APPOINTMENTS

01-278 9161/5

## Head of Policy Division

The National Consumer Council is looking for a new Head of its Policy Division as a result of internal promotion.

The Head of Policy a member of NCC senior management team must also have the ability to manage a small group of experienced researchers and to commission external research. The successful candidate will be expected to make a substantial personal contribution to the development of consumer policy. Current issues include the liberalisation of shop hours legislation, privatisation of British Gas, reforming the social security system and improving air transport in Europe. A knowledge of consumer affairs and economics and the ability to understand legal jargon would be an advantage. Being able to think and write clearly about complex issues is essential.

The Council is funded by the Department of Trade and Industry to represent consumers' interests to government, nationalised and private industry, public, professional and private services. The Policy Division ensures that the Council has a sound base of research, information and advice on which to base policy.

Salary £14,195 - £18,789 (including London Weighting and subject to 1985 civil service salary scale increase).

For further information and application form please ring Sharon Hancock on 01-222 9501 at NCC, 18 Queen Anne's Gate, London SW1.

Closing date for completed applications 30 June 1985.

This is a second advertisement and previous applicants need not apply.

**NCC**  
National Consumer Council

## WEST LAMBETH HEALTH AUTHORITY St Thomas' Hospital London SE1 HEALTH ADVISOR IN SEXUALLY TRANSMITTED DISEASES

Salary Scale £7069-£8821 inclusive of London Weighting

We are looking for applicants (minimum age 25) who will undertake the full range of health advising activities including contact tracing, counselling and education. Qualifications and experience in Health Advising or a related field essential.

You would be based at St Thomas' Hospital but duties would include several domiciliary visits and therefore, use of own car desirable.

Interested applicants should telephone Patricia White or Olive McLevee on 01-278 2292 extension 2328. For an application form and job description please telephone the Personnel Department on extension 2779.

Closing date for completed applications: 20th June 1985. An Equal Opportunities Employer

## NORTH YORKSHIRE COUNTY COUNCIL CHIEF EXECUTIVE AND CLERK'S DEPARTMENT SENIOR ADMINISTRATIVE ASSISTANT

Grade: Scale 6/SO. 1 £8,532-£10,107 p.a.

The post is in a section of the department which services the Highways, Planning and National Parks Committees of the County Council. Duties will include the preparation of agenda; reports and minutes together with administrative work. Applicants should be experienced in this type of work and possession of relevant administrative qualifications and experience of development control procedures would be an advantage.

Applications forms are available from the Chief Executive and Clerk, County Hall, Northallerton, North Yorkshire, DL7 8AD. Tel: 0605 3123 Ext. 622. To whom they should be returned by Wednesday, 12th June 1985.

## BADENOCH &amp; CLARK

## SYSTEMS CONSULTANCY

£18,000

Rapidly expanding medium size firm of Chartered Accountants require a highly motivated young consultant to assist in the implementation and development of a large in-house system and to provide comprehensive internal consultancy facilities. Candidates should be recently qualified A.C.A.s with at least one years experience in this field. Ability to meet the department's services will be useful and excellent communication skills essential. Prospects for advancement are superb within this growth sector for applicants with ambition and ability. Contact: Colin Parkhouse or Joan Vasey.

## MANAGEMENT ACCOUNTANT

To £16,500 + Bens

Our client, a multinational leisure group, wishes to recruit a graduate ACA/ACMA who has recently qualified. Candidates will be aged in their mid 20's and be looking for a career move to a thriving organisation based in Central London. The position covers review work on profit and loss, capital evaluation and expenditure, and acquisitions/investments. Because the position reports to main board directors, applicants must have good written and oral communication skills. Exposure to, or an interest in the application of micro computers in an office environment is essential. This is an excellent opportunity for candidates to move into a highly visible position with an international company. Contact: Robert Morgan.

## V.A.T. CONSULTANTS

£14,000-£16,000 + Bens

On behalf of our clients, prestigious firms of international Chartered Accountants, we are currently recruiting experienced V.A.T. Inspectors for challenging and responsible consultancy posts. Applicants should be in the age range 25 to 30, preferably graduates, with a Revenue or Professional background, and must be able to demonstrate sound technical knowledge. Excellent salaries and fine prospects for development, ambitious candidates. To discuss these possibilities, please contact Timothy Beattie or Robert Collier.

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If you have an impressive track record and ambition to succeed in a fast moving environment, we would like to hear from you. For further details of this position please write or telephone the number below during office hours quoting Ref: T1/SM.



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